

CURRICULUM VITAE

SCOTT I. RICK

University of Michigan
Ross School of Business
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Ann Arbor, MI 48109

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ACADEMIC POSITIONS

- 2016– Associate Professor of Marketing
Ross School of Business, University of Michigan
- 2009–2016 Assistant Professor of Marketing
Ross School of Business, University of Michigan
- 2007–2009 Research Fellow
Risk Management and Decision Processes Center
The Wharton School, University of Pennsylvania
- 2007–2009 Lecturer of Operations and Information Management
The Wharton School, University of Pennsylvania

EDUCATION

- 2007 Ph.D. Behavioral Decision Research
Carnegie Mellon University
- 2004 M.S. Behavioral Decision Research
Carnegie Mellon University
- 2002 B.A. Economics, *Summa cum laude*
University of Houston (Honors College)

JOURNAL PUBLICATIONS

Smith, Craig, Margaret Echelbarger, Susan Gelman, and Scott Rick (2018), “Spendthrifts and Tightwads in Childhood: Feelings about Spending Predict Children’s Financial Decision Making,” *Journal of Behavioral Decision Making*, 31 (3), 446-460.

- Selected Media Coverage: *Barron’s*, *Charles Schwab’s Financial Decoder Podcast*, *Wall Street Journal*, *World Economic Forum*

Rick, Scott, Gabriele Paolacci, and Katherine Burson (2018), “Income Tax and the Motivation to Work,” *Journal of Behavioral Decision Making*, 31 (5), 619-631.

- Selected Media Coverage: *LiveMint, Michigan Radio*

Rick, Scott (2018), “Tightwads and Spendthrifts: An Interdisciplinary Review,” *Financial Planning Review*, 1, e1010 (1-9).

Madrian, Brigitte, Hal Hershfield, Abigail Sussman, Saurabh Bhargava, Jeremy Burke, Scott Huettel, Julian Jamison, Eric Johnson, John Lynch, Stephan Meier, Scott Rick, and Suzanne Shu (2017), “Policy Applications of Behavioral Insights to Household Financial Decision-Making,” *Behavioral Science & Policy*, 3 (1), 27-40.

Rick, Scott, Beatriz Pereira, and Katherine Burson (2014), “The Benefits of Retail Therapy: Making Purchase Decisions Reduces Residual Sadness,” *Journal of Consumer Psychology*, 24 (3), 373-380.

- Selected Media Coverage: *BBC, Bloomberg, CBC Radio, CBS Detroit, The Chicago Tribune, CNBC, The Consumerist, DailyFinance, Daily Mail, The Denver Post, Detroit Free Press, The Economic Times, Elle Decor, Fidelity, Forbes, Fox & Friends, Glamour, Harvard Business Review Morning Advantage, Harvard Business Review – The Daily Stat, Huffington Post, The Independent, Jezebel, LearnVest, Michigan Radio, NBC News, New York Magazine, Psychology Today, Shape, Time, Toronto Star, U.S. News & World Report, Women’s Health Magazine, Yahoo! Finance*

John, Leslie, George Loewenstein, and Scott Rick (2014), “Cheating More for Less: Upward Social Comparisons Motivate the Poorly Compensated to Cheat,” *Organizational Behavior and Human Decision Processes*, 123 (2), 101-109.

- Selected Media Coverage: *Business Insider, Houston Chronicle, HR Magazine, Human Resource Executive, Psychology Today, Yahoo! Finance*

Rick, Scott and Maurice Schweitzer (2013), “The Imbibing Idiot Bias: Consuming Alcohol Can be Hazardous to Your (Perceived) Intelligence,” *Journal of Consumer Psychology*, 23 (2), 212-219.

- Selected Media Coverage: *Academy of Management, The Atlantic, Big Think, Bloomberg Businessweek, The Boston Globe, Business Insider, CBS MoneyWatch, Crain’s Detroit Business, Daily Mail, The Economic Times, The Economist, The Financial Times, Forbes, The Globe and Mail, Hindustan Times, Huffington Post, Inc., The Independent, Knowledge@Wharton, Marketplace, Men’s Health, New York Daily News, New York Post, Psychology Today, Reader’s Digest, Reuters, Scientific American Mind, Slate, The Stanford Daily, The Telegraph, Time, Toronto Star*

Amar, Moty, Dan Ariely, Shahar Ayal, Cynthia Cryder, and Scott Rick* (2011), “Winning the Battle but Losing the War: The Psychology of Debt Management,” *Journal of Marketing Research*, 48 (Special Issue), S38-S50. *Alphabetical authorship.

- Selected Media Coverage: *The Baltimore Sun*, *Business Insider*, *Chicago Booth Capital Ideas*, *The Chicago Tribune*, *CreditCards.com*, *The Dave Ramsey Show*, *Experian*, *Fidelity*, *Fox Business*, *The Globe and Mail*, *Kiplinger*, *MarketWatch*, *NerdWallet*, *The Oregonian*, *Pacific Standard*, *Pittsburgh Tribune-Review*, *Scientific American*, *The Seattle Times*, *SmartMoney*, *Time*, *Yahoo! Finance*

Rick, Scott, Deborah Small, and Eli Finkel (2011), “Fatal (Fiscal) Attraction: Spendthrifts and Tightwads in Marriage,” *Journal of Marketing Research*, 48 (2), 228-237.

- Selected Media Coverage: *ABC News*, *The Baltimore Sun*, *BBC*, *C-SPAN*, *CBS MoneyWatch*, *The Chicago Tribune*, *Consumer Reports Money Adviser*, *CNBC (Squawk on the Street)*, *CNN*, *CNN Money*, *Credit.com*, *eHarmony Labs*, *Equifax*, *Forbes*, *Fox News*, *Fox Business*, *The Globe and Mail*, *Harper’s Magazine*, *HLN*, *Huffington Post*, *ING eZonomics*, *Jezebel*, *Kiplinger*, *Knowledge@Wharton*, *The Los Angeles Times*, *Marketplace*, *The Miami Herald*, *Money Magazine*, *The New York Times*, *The Oregonian*, *Pregnancy.org*, *Real Simple*, *Redbook*, *Reuters*, *The Seattle Times*, *Slate*, *St. Louis Today*, *Star Tribune*, *The Street*, *Time*, *Vanguard*, *The Wall Street Journal*, *The Washington Post*, *Wharton Business Radio*

Rick, Scott (2011), “Losses, Gains, and Brains: Neuroeconomics Can Help to Answer Open Questions about Loss Aversion,” *Journal of Consumer Psychology*, 21 (4), 453-463.

Paolacci, Gabriele, Katherine Burson, and Scott Rick (2011), “The Intermediate Alternative Effect: Considering a Small Tradeoff Increases Subsequent Willingness to Make Large Tradeoffs,” *Journal of Consumer Psychology*, 21 (4), 384-392.

Rick, Scott and Roberto Weber (2010), “Meaningful Learning and Transfer of Learning in Games Played Repeatedly Without Feedback,” *Games and Economic Behavior*, 68 (2), 716-730.

Rick, Scott and George Loewenstein (2008), “Hypermotivation,” *Journal of Marketing Research*, 45 (6), 645-648.

- Commentary on Mazar, Amir, and Ariely (2008, *JMR*)
- Selected Media Coverage: *Scientific American Mind*

Rick, Scott, Cynthia Cryder, and George Loewenstein (2008), “Tightwads and Spendthrifts,” *Journal of Consumer Research*, 34 (6), 767-782.

- Featured in How to Publish High-Quality Research, a book published by the American Psychological Association in 2014 (edited by Jeff Joireman and Paul Van Lange)
- Selected Media Coverage: *AARP*, *ABC News*, *American Radio Works*, *The Atlantic*, *Big Think*, *CBC News*, *The Chicago Tribune*, *Discovery News*, *Financial Post*, *The Globe and Mail*, *Inc.*, *Jezebel*, *Kiplinger*, *Knowledge@Wharton*, *LiveScience*, *The Los Angeles Times*, *Metro Santa Cruz*, *Miller-McCune*, *Minnesota Public Radio*, *MSNBC*, *NASDAQ.com*, *National Public Radio*, *National Science Foundation*, *New York Magazine*, *The New York*

Times, Newsweek, The Oregonian, The Philadelphia Inquirer, Pittsburgh Post-Gazette, Psychology Today, Reuters, SELF Magazine, Smithsonian Magazine, Time, The Times of UK, Toronto Star, The Vancouver Sun, The Wall Street Journal, The Washington Times, WebMD, Yahoo! Finance

Loewenstein, George, Scott Rick, and Jonathan Cohen (2008), “Neuroeconomics,” *Annual Review of Psychology*, 59, 647-672.

Knutson, Brian, Elliott Wimmer, Scott Rick, Nick Hollon, Drazen Prelec, and George Loewenstein (2008), “Neural Antecedents of the Endowment Effect,” *Neuron*, 58, 814-822.

- Selected Media Coverage: *Nature News, Science NOW*

Rick, Scott and George Loewenstein (2008), “Intangibility in Intertemporal Choice,” *Philosophical Transactions of the Royal Society B: Biological Sciences*, 363 (1511), 3813-3824.

Knutson, Brian, Scott Rick, Elliott Wimmer, Drazen Prelec, and George Loewenstein (2007), “Neural Predictors of Purchases,” *Neuron*, 53, 147-156.

- Commentary by Alain Dagher (2007), “Shopping Centers in the Brain,” *Neuron*, 53, 7-8.
- Featured as a Research Highlight in *Nature Reviews Neuroscience*, 8 (2), 84-85.
- Identified, in April 2015, as a “Highly Cited Paper” by Web of Science (criterion: “received enough citations to place it in the top 1% of the academic field of Neuroscience & Behavior based on a highly cited threshold for the field and publication year”)
- Selected Media Coverage: *Advertising Age, The Atlantic, BBC News, Bloomberg Businessweek, CBS News, The Consumerist, Credit.com, CreditCards.com, The Doctors, The Economist, Forbes, Fox Business, The Globe and Mail, Good Morning America, The Guardian, Marketplace, MTV, National Geographic, NBC Nightly News, New York Daily News, New York Magazine, The New York Times, Nightline, Oprah & Friends Radio (The Jean Chatzky Show), The Philadelphia Inquirer, Psychology Today, Quartz, Science, Science NOW, Scientific American, The Situationist, The Sunday Times, Time, TLC Family, Today, Vanguard, Wired*

Hamman, John, Scott Rick, and Roberto Weber (2007), “Solving Coordination Failure with 'All-or-None' Group-Level Incentives,” *Experimental Economics*, 10 (3), 285-303.

BOOK CHAPTERS

Rick, Scott (2014), “Tightwads, Spendthrifts, and the Pain of Paying: New Insights and Open Questions,” in *The Interdisciplinary Science of Consumption*, ed. S. Preston, M. Kringelbach, and B. Knutson, MIT Press, 147-161.

Rick, Scott (2013), “Emotions in Economic Behavior,” in *Encyclopedia of Philosophy and the Social Sciences*, ed. B. Kaldis, Sage, 244-246.

Rick, Scott and Roberto Weber (2012), “Meaningful Learning in Economic Games,” in *Encyclopedia of the Sciences of Learning*, ed. N. Seel, Germany: Springer, 2132-2134.

Loewenstein, George and Scott Rick (2009), “Economics (Role of Emotion In),” in *Oxford Companion to the Affective Sciences*, ed. D. Sander and K. Scherer, Oxford: Oxford University Press, 131-133.

Loewenstein, George and Scott Rick (2008), “Addiction,” in *The New Palgrave Dictionary of Economics, Second Edition*, ed. S. Durlauf and L. Blume, London: Palgrave Macmillan, 16-19.

Rick, Scott and George Loewenstein (2008), “The Role of Emotion in Economic Behavior,” in *The Handbook of Emotion, Third Edition*, ed. M. Lewis, J. Haviland-Jones, and L. Feldman-Barrett, New York, NY: Guilford, 138-156.

WORKING PAPERS

Olson, Jenny, Scott Rick, and Eli Finkel, “A Penny Saved is a Partner Earned: The Romantic Appeal of Savers”

Olson, Jenny and Scott Rick, “Managing Debt and Managing Each Other: The Interpersonal Dynamics of Shared Financial Decisions”

- *Marketing Science Institute* Working Paper 18-120-07

Vu, Tiffany and Scott Rick, “Large Steps toward Small Donations: Reputational Benefits of Nominal Corporate Generosity”

SELECTED WORK IN PROGRESS

Financial and Emotional Effects of Joint vs. Separate Accounts (with Deborah Small, Eli Finkel, and Jenny Olson)

How Parent/Child Interactions Shape Children’s Development on the Tightwad-Spendthrift Dimension (with Margaret Echelbarger and Susan Gelman)

Sadness Reduces Decisiveness (with Beatriz Pereira)

Coping with Opportunities for Minimal Generosity (with Tiffany Vu)

Gifts from Tightwads and Spendthrifts (with Gabriele Paolacci, Jenny Olson, and Tiffany Vu)

HONORS AND AWARDS

Nominated for the Golden Apple Award, a university-wide teaching award, 2020

Profiled in a National Academy of Sciences Sackler Colloquium [video](#), 2017

BBA Teaching Excellence Award, Ross School of Business, 2014
Faculty Fellow, ACR Doctoral Symposium, 2009, 2014
Faculty Fellow, Advertising Educational Foundation Visiting Professor Program, 2014
Faculty Fellow, AMA Sheth Foundation Doctoral Consortium, 2013
Arnold M. and Linda T. Jacob Faculty Research Award, Ross School of Business, 2011
Profiled in *Science's* 2007 article on “Neuromarketing Careers,” 316 (5827), 1060-1061
Graduate Research Fellowship (Economics), National Science Foundation, 2004-2007

ADDITIONAL AFFILIATIONS

2018– Faculty Affiliate, Center on Finance, Law, and Policy, University of Michigan
2011– Associate, *Behavioral and Brain Sciences*
2008–2009 Faculty Affiliate, LDI Center for Health Incentives and Behavioral Economics,
University of Pennsylvania

INVITED TALKS

Michigan Ross Executive Education Webinar, April 2020
Rock Ventures Family of Companies Marketing Summit, August 2019
CFP Board Center for Financial Planning, Academic Colloquium (Keynote), February 2019
FCAC Research Symposium on Financial Literacy, University of Toronto, November 2018
University of Minnesota, Carlson School of Management (Marketing), September 2018
MRM/McCann Detroit Innovation Day, August 2018
UCLA Marketing Camp, April 2018
Queen’s University, Smith School of Business (Marketing), April 2018
Columbia University Marketing Camp, May 2017
University of Notre Dame, Mendoza College of Business (Marketing), May 2017
Johns Hopkins University, Carey Business School (Marketing), March 2017
Tenth Triennial Invitational Choice Symposium, Lake Louise, May 2016
Inside Blue, University of Michigan Development, December 2015
NIH/NIA Conference on Mixed Emotions, University of Michigan, October 2015
#ROSSTALKS, New York City, September 2015
MSCM Corporate Advisory Council Meeting, Ross School of Business, September 2015
Harvard University, Harvard Business School (NOM), May 2015
Dartmouth College, Tuck School of Business (Marketing), May 2015
University of Michigan, Social, Behavioral, and Experimental Economics, March 2015
University of Michigan, Decision Consortium, March 2015
Judgment and Decision-Making Winter Symposium, Snowbird, Utah, January 2015
Washington University in St. Louis, Olin Business School (Marketing), March 2014
Consumer Financial Protection Bureau, Office of Research, Washington DC, April 2013
University of Pennsylvania, Wharton (OPIM), January 2013
University of Chicago, Booth School of Business (Marketing), February 2012
University of Michigan, Research Center for Group Dynamics, March 2011

University of Michigan, Ross School of Business (Hosmer Lunch), January 2011
University Commons of Ann Arbor, 5 O'clock Talk, February 2010
University of Michigan, Decision Consortium, October 2009
University of Michigan, Summer Workshop on Decision Neuroscience, August 2009
Carnegie Mellon University, Tepper School of Business (Marketing), November 2008
Cornell University, Johnson Graduate School of Management (Marketing), November 2008
Massachusetts Institute of Technology, Sloan (Marketing), November 2008
University of Michigan, Ross School of Business (Marketing), November 2008
University of Texas at San Antonio, College of Business (Marketing), October 2008
University of Pennsylvania, Wharton (Marketing), October 2008
Ohio State University, Fisher College of Business (Marketing), October 2008
University of Western Ontario, Ivey School of Business (Marketing), October 2008
University of Houston, Bauer College of Business (Marketing), September 2008
University of Pennsylvania, Wharton (Decision Processes), September 2007
University of Zurich, Institute for Empirical Research in Economics, March 2007

CONFERENCE TALKS (*PRESENTER)

*Echelbarger, M., Gelman, S., and Rick, S. (2020), "Measuring and Testing Whether Children's Affective Responses to Spending and Saving Money Predicts Their Behavior," SCP.

*Liu, T., Shackelford, T., Rick, S., and Preston, S. (2020), "Conspicuous Consumption in Committed Relationships: A Signal of Relationship Dissatisfaction by Heterosexual Men," SPSP.

*Echelbarger, M., Gelman, S., and Rick, S. (2019), "Show Them the Money: Children's Affective Responses to Spending and Saving Predict Their Spending Behavior," ACR.

*Vu, T. and Rick, S. (2019), "Large Steps toward Small Donations: Reputational Benefits of Nominal Corporate Generosity," Behavioral Insights into Business for Social Good Conference.

*Echelbarger, M., Khoury, Z., Smith, C., Rick, S., and Gelman, S. (2019), "Rich Man, Poor Man: Children's and Parents' Wealth Essentialist Reasoning," SPSP.

*Vu, T., Olson, J., Paolacci, G., and Rick, S. (2018), "Tightwads and Spendthrifts as Givers and Receivers of Gifts," ACR.

*Vu, T. and Rick, S. (2018), "Large Steps toward Small Donations: Reputational Benefits of Nominal Corporate Generosity," AMA Marketing and Public Policy.

*Vu, T. and Rick, S. (2017), "Large Steps toward Small Donations: Reputational Benefits of Nominal Corporate Generosity," ACR.

*Pereira, B. and Rick, S. (2017), "Sadness Reduces Decisiveness," ACR.

*Vu, T. and Rick, S. (2017), "Reputational Benefits of Nominal Corporate Generosity," SCP.

*Vu, T. and Rick, S. (2017), “Reputational Benefits of Nominal Corporate Generosity,” JDM Pre-Conference at SPSP.

Smith, C., *Echelbarger, M., Rick, S., and Gelman, S. (2016), “The Development and Measurement of Tightwad-Spendthrift Tendencies in Childhood,” SCP.

*Pereira, B. and Rick, S. (2016), “Sadness Reduces Decisiveness,” SCP.

*Rick, S., Paolacci, G., and Burson, K. (2015), “Income Tax and the Motivation to Work,” SJDM.

*Olson, J. and Rick, S. (2015), “The Interpersonal Dynamics of Shared Financial Decisions,” SJDM.

Olson, J. and *Rick, S. (2015), “The Interpersonal Dynamics of Shared Financial Decisions,” RAND Behavioral Finance Forum, The Aspen Institute.

*Smith, C., Rick, S., Gelman, S., and Echelbarger, M. (2015), “Affective Links to Spending and Saving Tendencies in Childhood,” Society for Research in Child Development Conference.

*Olson, J. and Rick, S. (2014), “Managing Debt and Managing Each Other: Debt Management Decisions in Interpersonal Contexts,” ACR.

Olson, J. and *Rick, S. (2014), “A Penny Saved is a Partner Earned: The Romantic Appeal of Savers,” ACR.

*Rick, S. (2014), “Consumer Financial Decision Making Research: Characteristics and Trends,” ACR Doctoral Symposium.

*Olson, J. and Rick, S. (2014), “Managing Debt and Managing Each Other: Debt Management Decisions in Interpersonal Contexts,” SCP Summer Conference at APA.

Rick, S., *Paolacci, G., and Burson, K. (2014), “Income Tax Reduces the Motivation to Work, Unless People are Both Egalitarian and Communitarian,” BDRM.

Olson, J. and *Rick, S. (2014), “Managing Debt and Managing Each Other: Debt Management Decisions in Interpersonal Contexts,” BDRM.

*Cryder, C., Rick, S., Ayal, S., and Amar, M. (2014), “Accounts Are More Evaluable Than Dollars,” BDRM.

Rick, S., *Paolacci, G., and Burson, K. (2014), “Working through One’s Identity: The Effect of Income Tax on the Motivation to Work,” EMAC.

*Rick, S., Pereira, B., and Burson, K. (2014), “The Benefits of Retail Therapy: Making Purchase Decisions Reduces Residual Sadness,” Yale Customer Insights Conference.

*Rick, S., Pereira, B., and Burson, K. (2014), “The Benefits of Retail Therapy: Making Purchase Decisions Reduces Residual Sadness,” UM Decision Consortium May Conference.

*Olson, J. and Rick, S. (2014), “Managing Debt and Managing Each Other: Debt Management Decisions in Interpersonal Contexts,” SCP.

*Cryder, C., Rick, S., Ayal, S., and Amar, M. (2014), “Accounts are More Evaluable than Dollars,” SCP.

*Rick, S., Paolacci, G., and Burson, K. (2013), “Income Tax Reduces Productivity, Unless People are Both Egalitarian and Communitarian,” ACR.

Rick, S., *Paolacci, G., and Burson, K. (2013), “Income Tax Reduces Productivity, Unless People are Both Egalitarian and Communitarian,” SPUDM.

*Rick, S., Paolacci, G., and Burson, K. (2013), “It’s Not about the Money: The Impact of Taxes on Productivity,” Boulder Summer Conference on Consumer Financial Decision Making.

Rick, S., Paolacci, G., and *Burson, K. (2013), “It’s Not about the Money: The Impact of Taxes on Productivity,” UM Decision Consortium May Conference.

*Olson, J. and Rick, S. (2013), “Savers are Sexier than Spenders, Unless You’re Craving Excitement,” SCP.

Rick, S., *Pereira, B., and Burson, K. (2012), “The Benefits of Retail Therapy: Choosing to Buy Alleviates Sadness,” ACR. Part of Symposium co-chaired with Leonard Lee.

*Olson, J. and Rick, S. (2012), “When is Saving Sexy?” ACR. Part of Symposium co-chaired with Kristina Durante.

*Rick, S., Pereira, B., and Burson, K. (2012), “The Benefits of Retail Therapy: Buying Alleviates Sadness,” BDRM.

Amar, M., Ariely, D., Ayal, S., Cryder, C., and *Rick, S. (2012), “Winning the Battle but Losing the War: The Psychology of Debt Management,” Interdisciplinary Science of Consumption 2012 Meeting; University of Michigan.

Amar, M., Ariely, D., Ayal, S., *Cryder, C., and Rick, S. (2012), “Winning the Battle but Losing the War: The Psychology of Debt Management,” SCP. Part of Symposium co-chaired with Cynthia Cryder.

Amar, M., Ariely, D., Ayal, S., Cryder, C., and *Rick, S. (2012), “Winning the Battle but Losing the War: The Psychology of Debt Management,” Ivey Symposium on Consumer Behavior; University of Western Ontario.

*Paolacci, G., Burson, K., and Rick, S. (2011), “The Intermediate Alternative Effect: Considering a Small Tradeoff Increases Subsequent Willingness to Make Large Tradeoffs,” SJDM.

*Paolacci, G., Burson, K., and Rick, S. (2011), “The Intermediate Alternative Effect: Considering a Small Tradeoff Increases Subsequent Willingness to Make Large Tradeoffs,” ACR. Part of Symposium co-chaired with Katherine Burson.

*Rick, S. (2011), Discussant. “Spending Hurts? Examining the Antecedents and Consequences of the Pain of Paying.” ACR.

Amar, M., Ariely, D., Ayal, S., Cryder, C., and *Rick, S. (2011), “Winning the Battle but Losing the War: The Psychology of Debt Management,” UM Decision Consortium May Conference.

*Amar, M., Ariely, D., Ayal, S., Cryder, C., and Rick, S. (2010), “Winning the Battle but Losing the War: The Psychology of Debt Management,” SJDM.

*Rick, S., and Schweitzer, M. (2010), “The Drunken Idiot Bias: Consuming Alcohol Can Reduce Perceived Intelligence,” ACR.

Rick, S., and *Schweitzer, M. (2010), “The Drunken Idiot Bias: Consuming Alcohol Reduces Perceived Intelligence,” Academy of Management.

*John, L., Loewenstein, G., and Rick, S. (2010), “Cheating More for Less,” BDRM.

Amar, M., *Ariely, D., Ayal, S., Cryder, C., and Rick, S. (2010), “Winning the Battle but Losing the War: The Psychology of Debt Management,” Boulder Summer Conference on Consumer Financial Decision Making.

*Rick, S., Small, D., and Finkel, E. (2010), “Fatal (Fiscal) Attraction: Spendthrifts and Tightwads in Marriage,” SPSP.

*Rick, S., and Cryder, C. (2009), “Account Aversion: When More Debt is Preferred to Less,” SJDM.

*Rick, S., Small, D., and Finkel, E. (2009), “Fatal (Fiscal) Attraction: Spendthrifts and Tightwads in Marriage,” ACR.

*Rick, S. (2009), “Credit Cards: What We Know and What We Need to Know,” ACR Doctoral Symposium.

*Rick, S., and Cryder, C. (2009), “Account Aversion: When More Debt is Preferred to Less,” Marketing Science.

*Rick, S., Cryder, C., and Loewenstein, G. (2007), “The Pain of Paying Varies across Situations and Individuals: Evidence from an International Survey,” SJDM.

*Rick, S., Cryder, C., and Loewenstein, G. (2007), “Tightwads and Spendthrifts,” SCP.

Knutson, B., *Rick, S., Wimmer, E., Prelec, D., and Loewenstein, G. (2006), “Neural Underpinnings of Consumer Choice,” SJDM.

*Rick, S., Cryder, C., and Loewenstein, G. (2006), “Conflicts Between Affect and Deliberation among Spendthrifts and Tightwads,” Whitebox Advisors Graduate Student Conference on Behavioral Approaches to Finance, Economics and Marketing; Yale University.

*Rick, S., Cryder, C., and Loewenstein, G. (2006), “Conflicts Between Affect and Deliberation among Spendthrifts and Tightwads,” BDRM.

*Rick, S., Weber, R., and Camerer, C. (2004), “The Effects of Organizational Structure and Codes on the Performance of Laboratory Firms,” BDRM.

EDITORIAL POSITIONS

Associate Editor, Financial Planning Review (2018-)

Editorial Review Board, Journal of Consumer Research (2015-)

Editorial Review Board, Journal of Consumer Psychology (2019-)

Editorial Review Board, Journal of Marketing Research (2014-)

Editorial Review Board, Organizational Behavior and Human Decision Processes (2013-2015)

Editorial Review Board, Journal of Neuroscience, Psychology, and Economics (2008-2011)

AD HOC REVIEWER

American Economic Review

Economic Journal

European Economic Review

Experimental Economics

Frontiers in Decision Neuroscience

Games and Economic Behavior

Group Dynamics: Theory, Research, and Practice

Israel Science Foundation

Journal of the Association for Consumer Research

Journal of Behavioral Decision Making

Journal of Business Research

Journal of Consumer Psychology

Journal of Consumer Research

Journal of Economic Behavior and Organization
Journal of Economic Psychology
Journal of Environmental Economics and Management
Journal of Experimental Social Psychology
Journal of Finance
Journal of Marketing Behavior
Journal of Marketing Research
Journal of Neuroscience, Psychology, and Economics
Journal of Personality and Social Psychology
Journal of Public Policy and Marketing
Management Science
Marketing Letters
Marketing Science
Medical Decision Making
MSI Clayton Dissertation Proposal Competition
National Science Foundation
Organization Science
Organizational Behavior and Human Decision Processes
Organizational Research Methods
Personality and Social Psychology Bulletin
PLoS ONE
Proceedings of the National Academy of Sciences
Psychological Science
Psychology, Public Policy, and Law
Quarterly Journal of Experimental Psychology
Review of Financial Studies
Routledge
SCP Dissertation Proposal Competition
Sheth/ACR Dissertation Grant Competition
Social Sciences and Humanities Research Council of Canada
Time-Sharing Experiments for the Social Sciences
Transformative Consumer Research for Personal and Collective Well-Being

CONFERENCE REVIEWING AND SERVICE

Co-Chair, Interdisciplinary Science of Consumption 2012 Meeting, University of Michigan
Park Young Contributor Award Selection Committee, 2016 SCP Winter Conference
Program Committee, BDRM Conference, 2010, 2012, 2014, 2016
Program Committee, SCP Winter Conference, 2016, 2017, 2018
Program Committee, SCP International Conference, 2012, 2015
Program Committee, ACR North American Conference, 2015
Competitive Paper Review Board, ACR North American Conference, 2013

TEACHING EXPERIENCE

Marketing Management (BBA), Ross
Consumer Behavior (MBA), Ross
Consumer Judgment and Decision-Making (PhD), Ross
Negotiation (Undergraduate), Wharton

STUDENT ADVISING

Dissertation Chair, Jenny Olson (UM Marketing), 2015
Dissertation Chair, Beatriz Pereira (UM Marketing), 2014
Dissertation Co-Chair, Tiffany Vu (UM Marketing), 2019
Dissertation Committee Member, Madeline Ong (UM Management and Organizations), 2016
Dissertation Committee Member, Ruth Beer (UM Technology and Operations), 2015
Dissertation Committee Member, Brian Vickers (UM Psychology), 2015
Dissertation Committee Member, Jonathon Schuldt (UM Psychology), 2011
Dissertation Committee Member, Margaret Echelbarger (UM Psychology), 2018
Dissertation Committee Member, Tingting Liu (UM Psychology), 2020
Dissertation Committee Member, Suzanne Rath (Queen's University Marketing), 2019
Master's Thesis Reader, Chris Cannon (UM Psychology), 2014
Honors Thesis Reader, Ipek Demirdag (UM Psychology), 2016

SERVICE TO THE MARKETING AREA

Marketing Area PhD Coordinator, 2018-
Chair, Advanced Assistant Professor Hiring Committee, 2016-2017
BBA Marketing Core Course Coordinator, Fall 2010-2014, 2017-2019
Marketing Area PhD Committee Member, 2011-2018
Marketing Seminar Coordinator (External Speakers), 2013-2015
Marketing Faculty Recruiting Committee Member, 2012
Journal Evaluation Committee Member, Marketing Area, 2012, 2013
Faculty Representative, 2013 Haring Symposium
LEO Renewal Committee Member, 2013, 2019, 2020
Student Awards Committee Member, 2010-2011, 2015

SERVICE TO THE ROSS SCHOOL AND UM

Organizer, Hosmer-Hall Interdisciplinary Research Luncheons, 2016-2017
Member, Ross Faculty Council for Specialty Programs, 2018-2019
Advisor to Data Insights & Analytics Group / Data Analytics Consulting Club teams, 2019, 2020
Faculty Advisor to a Knight-Wallace Fellow (Candice Choi, Associated Press), 2017-2018
Panel Moderator, Ross Marketing Symposium, November 2016
Workshop Leader, Positive Business Conference, 2015, 2017
Judge, Clorox / Michigan Marketing Club Case Competition, November 2019
Panelist, Ross Impact Challenge, August 2016

Panelist, Colloquium on Cognitive Science, March 2018
Speaker, Ross MBA Council's "Extra Credit" event, October 2017
Speaker, University of Michigan Bicentennial Feast of Ideas, April 2017
Speaker, Undergraduate Research Opportunity Program, March 2012
Speaker, DEBTx Conference, University of Michigan, April 2013
Speaker, BBA Orientation, August 2013
Speaker, BBA Marketing Club, November 2013
Speaker, "The Financially Savvy Student" course, February 2014
Ross 430 Interview Guest, September 2014