

# CURRICULUM VITAE

## SCOTT I. RICK

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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)

### BOOK

Rick, Scott, *Tightwads and Spendthrifts: Navigating the Money Minefield in Real Relationships*, St. Martin's Press, forthcoming in 2024.

## JOURNAL PUBLICATIONS

approximate Google Scholar citations: [4,700+](#)

Olson, Jenny, Scott Rick, Deborah Small, and Eli Finkel (in press), “Common Cents: Bank Account Structure and Couples’ Relationship Dynamics.” *Journal of Consumer Research*.

- Selected Media Coverage: *Boston Globe, Greater Good Magazine, MarketWatch, Money.com, US News & World Report*

Olson, Jenny, and Scott Rick (2022), “You Spent How Much? Toward an Understanding of How Romantic Partners Respond to Each Other’s Financial Decisions,” *Current Opinion in Psychology*, 43 (February), 70-74.

- Selected Media Coverage: *American Century Investments, Psychology Today*

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.

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. Kringsbach, 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.

#### **SELECTED WORK IN PROGRESS**

Olson, Jenny and Scott Rick, “You Seem Like You Know What You’re Talking About”: Subjective Knowledge Differences Predict Influence over Couples’ Shared Financial Decisions. Under 3<sup>rd</sup> review at JACR. A previous version of the paper was MSI Working Paper 18-120-07.

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

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

Do As I Say, Not As I Do: An Examination of the Conversations Tightwads and Spendthrifts Have with their Children (with Margaret Echelbarger and Susan Gelman)

Misunderstanding our Ability to Separate Art from the Artist (with Steve Shaw)

Interpreting Gifts from Tightwads and Spendthrifts (with Celeste Yi)

Suboptimal Use of Co-Branded Credit Cards (with Chengyao Sun and Cynthia Cryder)

#### **AWARDS AND RECOGNITION**

PhD Teaching Excellence Award, Ross School of Business, 2023

Interviewed on the American Psychological Association *Speaking of Psychology* [podcast](#), 2022

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

Interviewed on a National Science Foundation [webcast](#), 2010

Profiled in *Science*'s 2007 article on "Neuromarketing Careers," 316 (5827), 1060-1061

Graduate Research Fellowship (Economics), National Science Foundation, 2004-2007

#### **ADDITIONAL AFFILIATIONS**

2021– Faculty Associate, Center for Positive Organizations, Ross School of Business

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**

Canvas8 Webinar, September 2022

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  
Association for Consumer Research Doctoral Symposium, October 2014  
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  
Association for Consumer Research Doctoral Symposium, October 2009  
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

## **EDITORIAL POSITIONS**

Associate Editor, Financial Planning Review (2018-)  
Editorial Review Board, Journal of Marketing Research (2014-)  
Editorial Review Board, Journal of Consumer Psychology (2019-)  
Editorial Review Board, Journal of Consumer Research (2015-2020)  
Editorial Review Board, Journal of Behavioral Decision Making (2021-)  
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 Academy of Marketing Science  
Journal of the Association for Consumer Research  
Journal of Behavioral Decision Making  
Journal of Behavioral and Experimental Economics  
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  
Judgment and Decision Making  
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 Behavioral Economics  
Review of Financial Studies  
Routledge  
SCP Dissertation Proposal Competition  
Sheth/ACR Dissertation Grant Competition  
Social Cognition



Social Psychological and Personality Science  
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, 2022, 2023  
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  
Honors Thesis Reader, Robert Hsu (UM Psychology), 2022

### **SERVICE TO THE ROSS SCHOOL**

Marketing Area PhD Coordinator, 2018-  
Chair, Identity and Diversity in Organizations (IDO) Milestone Task Force, 2020-2021  
Member, Community Values Committee, 2021-  
Member, Diversity, Equity, and Inclusion Committee, 2020-2022

Member, Ross Faculty Council for Specialty Programs, 2018-2019  
Organizer, Hosmer-Hall Interdisciplinary Research Luncheons, 2016-2017

### **SERVICE TO THE MARKETING AREA**

Chair, Advanced Assistant Professor Hiring Committee, 2016-2017  
BBA Marketing Core Course Coordinator, Fall 2010-2014, 2017-2021  
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, Haring Symposium, 2013, 2023  
LEO Renewal Committee Member, 2013, 2019, 2020, 2021, 2022  
Student Awards Committee Member, 2010-2011, 2015

### **CO-CURRICULAR INVOLVEMENT**

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  
Reviewer, DEI Case Writing Competition, William Davidson Institute, 2022  
Judge, Super Bowl Case Competition, 2021, 2022  
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

### **CONSULTING WORK**

DTE Energy, February 2022  
Behavioralize, September 2022  
Zeus Jones, October 2022