

## ROBERT MISLAVSKY

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### ACADEMIC POSITIONS

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#### Carey Business School, Johns Hopkins University

Assistant Professor of Marketing

2018 to present

### EDUCATION

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#### The Wharton School, University of Pennsylvania

PhD, Operations, Information, and Decisions

2013 to 2018

#### Tepper School of Business, Carnegie Mellon University

M.B.A., Marketing and Product Development

2011 to 2013

#### R.H. Smith School of Business, University of Maryland

B.S., Finance and Operations Management

2005 to 2009

### REFEREED JOURNAL ARTICLES

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Mislavsky, R., & C. Gaertig (2021). Combining Probability Forecasts: 60% and 60% is 60%, but Likely and Likely is Very Likely. Forthcoming at *Management Science*.

<https://doi.org/10.1287/mnsc.2020.3902>.

Beshears, J., H.N. Lee, K.L. Milkman, R. Mislavsky, & J. Wisdom (2020). Creating Exercise Habits Using Incentives: The Tradeoff between Flexibility and Routinization. Forthcoming at *Management Science*. <https://doi.org/10.1287/mnsc.2020.3706>.

Mislavsky, R., B. Dietvorst, & U. Simonsohn (2020). Critical Condition: People Don't Dislike a Corporate Experiment More Than They Dislike Its Worst Condition. *Marketing Science*, 39(6), 1092-1104. <https://doi.org/10.1287/mksc.2019.1166>.

Mislavsky, R., & U. Simonsohn (2018). When Risk is Weird: Unexplained Transaction Features Lower Valuations. *Management Science*, 64(11), 5395-5404. <https://doi.org/10.1287/mnsc.2017.2868>.

### WORKING PAPERS

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Zwebner, Y., R. Mislavsky, & D. Small (2021). Justified Selfishness: People Donate Less Often When They Can Explain Their Decision.

**Mislavsky, R.**, & C. Gaertig (2021). Premature Predictions: Forecasters Get Less Credit for Predictions Made Too Early.

## **OTHER PUBLICATIONS**

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**Mislavsky, R.**, B.J Dietvorst, & U. Simonsohn (2019). The minimum mean paradox: A mechanical explanation for apparent experiment aversion. *Proceedings of the National Academy of Sciences*, 116(48), 23883-23884. <https://doi.org/10.1073/pnas.1912413116>.

- Letter submitted in response to [Meyer et al. \(2019\)](#).

Bitterly, T.B., **R. Mislavsky**, H. Dai, and K.L. Milkman (2015). “Want-Should Conflict: A Synthesis of Past Research.” In W. Hoffman and L. Nordgren (eds.) *The Psychology of Desire*.

## **SELECTED WORK IN PROGRESS**

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Improving the Acceptability of Experiments (with Uri Simonsohn and Berkeley Dietvorst)

Evaluating Changing Predictions Over Time (with Celia Gaertig)

Lay Theories of Self-Experimentation

## **CONFERENCE PRESENTATIONS**

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**Mislavsky, R.** & C. Gaertig. Premature Predictions: Forecasters Get Less Credit for Predictions Made Too Early.

- Association for Consumer Research Conference, Virtual, 2021
- Society for Judgment and Decision Making Conference, Virtual, 2020

**Mislavsky, R.** Lay Theories of Self-Experimentation.

- Triennial Choice Symposium, Cambridge, MD, 2019 (invited)

**Mislavsky, R.** & C. Gaertig. Combining Probability Forecasts: 60% and 60% is 60%, but Likely and Likely is Very Likely.

- Tinbergen Institute Bayesian Crowd Conference, Rotterdam, NL, 2019
- Society for Judgment and Decision Making Conference, New Orleans, LA, 2018
- Society for Consumer Psychology Conference, Dallas, TX, 2018
- Boulder Summer Conference on Consumer Financial Decision Making, Boulder, CO, 2017

Beshears, J., H.N. Lee, K.L. Milkman, **R. Mislavsky**, & J. Wisdom. Creating Exercise Habits Using Incentives: The Tradeoff between Flexibility and Routinization.

- Society for Judgment and Decision Making Conference, Vancouver, BC, 2017
- Society for Judgment and Decision Making Conference, Boston, MA, 2016 (poster)
- Advances in the Science of Habits Conference, Catalina Island, CA, 2016 (poster)

Updated: July 14, 2021

- Behavioral Decision Research in Management, Toronto, ON, 2016
- Center for Health Incentives and Behavioral Economics, Philadelphia, PA, 2015

**Mislavsky, R.,** B. Dietvorst, & U. Simonsohn. Critical Condition: People Don't Dislike a Corporate Experiment More Than They Dislike Its Worst Condition.

- Society for Consumer Psychology Conference, Savannah, GA, 2019
- Society for Judgment and Decision Making Conference, New Orleans, LA, 2018
- Conference on Digital Experimentation, Cambridge, MA, 2018
- Society for Judgment and Decision Making Conference, Chicago, IL, 2015 (poster)

**Mislavsky, R.,** & U. Simonsohn. When Risk is Weird: Unexplained Transaction Features Lower Valuations.

- Society for Consumer Psychology Conference, St. Pete Beach, FL, 2016
- Association for Consumer Research Conference, New Orleans, LA, 2015
- Whitebox Advisors Graduate Student Conference, New Haven, CT, 2015
- Society for Judgment and Decision Making Conference, Long Beach, CA, 2014 (poster)

## **INVITED SEMINARS**

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Washington University, Olin Business School (March 2019)

Johns Hopkins University, Carey Business School (December 2017)

University of Colorado, Leeds School of Business (October 2017)

University of Chicago, Booth School of Business (October 2017)

New York University, Stern School of Business (October 2017)

Georgetown University, McDonough School of Business (September 2017)

University of Michigan, Ross School of Business (September 2017)

## **AWARDS AND HONORS**

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Runner-up, Society for Judgment and Decision Making Einhorn New Investigator Award	2020
Russell Ackoff Doctoral Student Fellowship	2014-2018
Wharton Doctoral Fellowship	2013-2018
Wharton Doctoral Travel Grant	2015

## **PROFESSIONAL AND SERVICE ACTIVITIES**

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Carey Business School, Johns Hopkins University

Faculty Search Committee 2019

Academic Ethics Board 2019-present

Co-Organizer, Johns Hopkins Behavioral Science Forum 2019-2020

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Ad Hoc Reviewer

*Behavioural Public Policy, Israel Science Foundation, Journal of Personality and Social Psychology, Journal of the Academy of Marketing Science, Journal of the Association for Consumer Research, Management Science, Marketing Science, Marketing Science Institute, Organizational Behavior and Human Decision Processes*

Symposium Chair, Association for Consumer Research Conference

2015

**TEACHING EXPERIENCE**

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Carey Business School, Johns Hopkins University

- Instructor, Marketing Research (MS Marketing, MBA) 2019-present
- Guest Lecturer, Technology Entrepreneurship (Executive Education) 2021

The Wharton School, University of Pennsylvania

- Guest Lecturer, Business Research: Fundamentals and Applications (Undergrad) 2015