Catherine Shea

Kellogg School of Management
Northwestern University
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Evanston, IL, 60208
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ACADEMIC POSITIONS

Kellogg School of Management, Northwestern University (2013-present)
Visiting Assistant Professor of Management and Organizations
Postdoctoral Fellow in the Kellogg Team and Group Center

EDUCATION

Ph.D., 2013, Management & Organizations, Fuqua School of Business, Duke University
Dissertation: Goal Pursuit and the Pursuit of Social Networks
Committee: Sim Sitkin (co-chair), Grainne Fitzsimons (co-chair), Rick Larrick, Francesca Gino, Rick Hoyle

Master of Science, 2006, Organizational Behaviour, Queen's University

Bachelor of Commerce (Honours), 2005, Queen's University

ACADEMIC RESEARCH

Research Interests: Social Networks, Goals, Motivation, Ethical Decision Making, Interpersonal Relationships

Publications:

Shea, C., Davisson, E. & Fitzsimons, G. (2013). Riding other people's coattails: Individuals with low self-control value self-control in other people. *Psychological Science*, 24(6), 1031-1036.

Gino, F. & Shea, C. (2012). Deception in Negotiation: The influence of emotion. In: Bolton, G. and R. Croson (eds.). *The Oxford Handbook of Economic Conflict Resolution*. Oxford: Oxford University Press.

Selected Conference Presentations:

Shea, C. & Menon, T. (2013). The social structure of dishonesty. *Academy of Management Annual Meeting*. Orlando, FL.

Shea, C. & Fitzsimons, G. (2012). A goal driven view of social network structure. . *Trans-Atlantic Doctoral Conference at London Business School*, London, UK.

Shea, C. (2011). Goal pursuit and the pursuit of social networks. *Academy of Management Annual Meeting*, San Antonio, TX.

Shea, C. & Gino, F. (2011). Do more than I say, not what I do: Discrepancies in ethical decisions for the self and other. *Academy of Management Annual Meeting*, San Antonio, TX.

Shea, C. (2011). Goal pursuit and pursuing others. *Harvard Business School Behavioral Ethics Seminar*, Cambridge, MA.

Shea, C. & Gino, F. (2010). Do more than I say, not what I do: Discrepancies in ethical decisions for self and others across time. *Society for Judgment and Decision Making*, St. Louis, MO.

Lind, E. A., Shea, C., & Sitkin, S. (2009). An empirical test of the Six-Domains Leadership Model. *New Directions in Leadership Research*, Durham, NC.

Shea, C., & Brodt, S. (2006). Blogging to Know You: Using Personal Blogs to Develop Workplace Relationships. *Academy of Management Annual Meeting*, Atlanta, GA.

Symposia Organized:

Shea, C., Sitkin, S. & Lind, A. New Theorizing on Leadership, Academy of Management Meeting, Chicago, USA, 2009

AWARDS

2011 Visiting Scholar, University of British Columbia

2007 Duke Graduate Award (5 years)

2005 D. I. McLeod Research Fellowship
Queen's School of Business Fellowship
Queen's Graduate Award

2004 Canada Millennium Scholarship

TEACHING

2012 Duke University Daytime MBA Program, Negotiations (two sections)

Additional Teaching Interests: Groups and Teams, Social Networks, Research Methods

PROFESSIONAL AFFILIATION & SERVICE

Organizer:

Duke University Management & Organizations Research Lunches, 2008-2011

Reviewer:

Academy of Management Conference, 2008-2012
Organization Science, 2009-present

Member:

Academy of Management
Association for Psychological Science
Society for Personality and Social Psychology
Society for Judgment and Decision Making

Professional Development:

2013 Teaching Social Networks PDW
2011 Management and Organizational Cognition Doctoral Consortium
2011 Advanced PDW in Social Network Analysis
2011 Harvard Business School Behavioral Ethics Camp

PERSONAL INFORMATION

Citizenship: Canadian

REFERENCES

Available upon request