

KATIE A. LILJENQUIST

Management & Organizations
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Education

Ph.D. Management & Organizations, expected 2006
Kellogg School of Management, Northwestern University

M.S. Management & Organizations, 2004
Kellogg School of Management, Northwestern University

B.S. in Psychology, with honors, 2000
Barrett Honors College, Arizona State University, Tempe, AZ
Summa Cum Laude

Research Interests

Impression management tactics, Ethical pitfalls and rationalization, Counterfactual thinking, Persuasion, Psychological effects of possessing power, Group decision-making and responses to newcomers

Fellowships, Awards & Grants

National Science Foundation Graduate Research Fellowship, 2003-2006

Jacob K. Javits Graduate Research Fellowship, 2001-2003

Graduate Fellowship, Northwestern University, 2002-2006

Graduate Research Grant, Dispute Resolution Research Center, 2003-2004

Phi Kappa Phi, Distinguished Graduate Fellowship, 2000

Honors Thesis of Distinction, with Robert Cialdini & Gregory Neidert
Department of Psychology, Arizona State University, 2000
"What's up your sleeve? Overcoming resistance to persuasion through up-front communication"

Phi Beta Kappa

Flinn Scholar, 1995-2000

National Merit Scholar, 1995-2000

Leadership Scholars Program, Arizona State University, 1995-2000

Howard Hughes Grant for Undergraduate Research in Biology, 1997-1998

Publications

Galinsky, A. D., Liljenquist, K. A., Roese, N. R., & Kray, L. J. (in press). Meaning through mutability: The sensemaking role of counterfactual thinking. In D. R. Mandel, D. J. Hilton, & P. Catellani (Eds.), *The Psychology of Counterfactual Thinking*. London: Routledge

Liljenquist, K. A., Galinsky, A. D., & Kray, L. J. (2004). Exploring the rabbit hole of possibilities by myself or with my group: The benefits and liabilities of activating counterfactual mind-sets for information sharing and group coordination. *Journal of Behavioral Decision Making*, 17: 263-279.

Galinsky, A. D., & Liljenquist, K. A. (2004). Putting On the Pressure: How to Use Threats in Negotiations. *Negotiation* (Harvard Business Press).

Medvec, V. H., Berger, G., Liljenquist, K. A., & Neale, M. (2004). Is a meeting worth the time? Barriers to effective decision making in organizations. In S. Blount (Ed.), *Research on Managing Teams and Groups: Time in Groups*. Vol. 6. Oxford, UK: Elsevier Ltd.

Awerkamp (Liljenquist), K. (2001). Service response efforts: The cost of making exceptions for customers. *Kellogg Journal of Organizational Behavior*.

Current Projects & Working Papers

Phillips, K.W., Liljenquist, K.A., & Neale, M.A. *The impact of newcomer identity and opinion alliances in group decision making tasks.*

Galinsky, A. D., Magee, J. C., Gruenfeld, D. H., Whitson, J., Liljenquist, K. A., & Cadena, B. *Under the influence? Power and immunity to environmental and social constraint.*

Galinsky, A.D., Liljenquist, K.A., & Markman, K. *The differential influence of counterfactual thinking before, during, and after exposure to persuasive appeals.*

Liljenquist, K.A., & Galinsky, A.D. *Embracing a just world hypothesis: Justifying schadenfreude and other dirty emotions.*

Galinsky, A.D., Magee, J., Liljenquist, K.A. *Understanding regret through norm theory.*

Invited Presentations

Liljenquist, K.A. (2004, May). *Under the influence? Power and immunity to environmental and social constraints*. Invited presentation to the Department of Organizational Leadership and Strategy, Marriot School of Business, Brigham Young University.

Conference Presentations

Liljenquist, K. A., Galinsky, A. D., & Kray, L. J. (2004). The differential impact of individual and group level activation of counterfactual mind-sets on information sharing, group processes, and judgment accuracy. In E. M. Wong & L. J. Kray (Chairs), *Counterfactual Thinking in Organizations: A Multi-Level Analysis*. Symposium presented at the annual conference of the Academy of Management, New Orleans.

Galinsky, A. D., Magee, J. C., Gruenfeld, D. H., Whitson, J., Liljenquist, K. A., & Cadena, B. (2004). Under the Influence? Power and immunity to environmental and social influence. Paper presented at the meeting of the Academy of Management, New Orleans.

Phillips, K.W., Neale, M.A., & Liljenquist, K.A. (2003). Staying on task: The impact of newcomer identity on group process and performance. In K.W. Phillips (Chair), *Understanding the Impact of Newcomers on Groups*. Symposium presented at the annual conference of the Academy of Management, Seattle.

Liljenquist, K.A., Phillips, K.W., & Neale, M.A. (2003). *The pain is worth the gain: The advantages and liabilities of agreeing with socially distinct newcomers*. Paper presented at the International Association for Conflict Management, Melbourne, Australia.

Galinsky, A.D., Magee, J.C., Gruenfeld, D.H., Whitson, J., Liljenquist, K.A., & Cadena, B. (2003). *Power and the inattention to obstacles and social constraint: implications for disobedience, conformity, and dissonance*. Paper presented at the International Association for Conflict Management, Melbourne, Australia.

Medvec, V.H., Berger, G., Liljenquist, K.A., & Neale, M.A. (2002). *Tick-tock, that's the clock, isn't it? Time and the confirmation bias*. Paper presented at the annual Research on Managing Groups and Teams Conference, Stanford University, CA.

Awerkamp (Liljenquist), K., & Homa, D. (1998). *The structure of mental space and the prediction of belief systems*. Paper presented at the Undergraduate Biology Enrichment Program Research Symposium, Tempe, AZ.

Teaching Experience

Kellogg School of Management, Northwestern University, Instructor
Negotiations, Summer 2004, Fall 2004
Awarded Doctoral Teaching Honor

Kellogg School of Management, Northwestern University, Teaching Assistant
Leadership in Organizations, Fall 2002, Winter 2003, Spring 2003, Fall 2003, Fall 2004
Leading and Managing Teams, Winter 2004
Negotiations, Fall 2003, Winter 2004

Professional Affiliations

Academy of Management

- Organizational Behavior Division
- Conflict Management Division

International Association for Conflict Management

Academic Service

Management and Organizations Department

- Doctoral Student Co-coordinator, 2004-2005
- Doctoral Admissions Committee, student representative, 2003-2004
- Social Events Committee, 2003-2005

Specialized Quantitative Training

Inter-university Consortium for Political and Social Research, University of Michigan:
Regression, Measurement Theory & Factor Analysis, Matrix Algebra, summer 2003

Scientific Software International: *Structural Equation Modeling*, summer 2004