

LISA L. SHU

Dispute Resolution Research Center
Kellogg School of Management
2001 Sheridan Road, Jacobs Center 378
Evanston, IL 60208

l-shu@kellogg.northwestern.edu

ACADEMIC POSITION

LONDON BUSINESS SCHOOL

In July 2014

Assistant Professor, Organisational Behaviour

KELLOGG SCHOOL OF MANAGEMENT

2012 - 2014

Visiting Assistant Professor, Management & Organizations
Postdoctoral Fellow, Dispute Resolution Research Center

EDUCATION

HARVARD UNIVERSITY

Ph.D., Organizational Behavior & Psychology | Harvard Business School & Graduate School of Arts and Sciences, 2012
Dissertation Chairs: Max H. Bazerman and Daniel T. Gilbert
Committee Members: Francesca Gino and Michael I. Norton

A.B., Economics & Psychology | Harvard College, 2006

Thesis Advisors: Carey K. Morewedge and Daniel T. Gilbert

Committee Members: Max H. Bazerman, David I. Laibson, and Sendhil Mullainathan

JOURNAL PUBLICATIONS

Bazerman, M. H., Gino, F., Shu, L. L., & Tsay, C. (2013). The power of the cognition/emotion distinction for morality. *Emotion Review*, 6(1), 1–2.

Shu, L. L., Mazar, N., Gino, F., Ariely, D., & Bazerman, M. H. (2012). Signing at the beginning makes ethics salient and decreases dishonest self-reports in comparison to signing at the end. *Proceedings of the National Academy of Sciences*, 109(38), 15197-15200.

Shu, L. L., & Gino, F. (2012). Sweeping dishonesty under the rug: How unethical actions lead to forgetting of moral rules. *Journal of Personality and Social Psychology*, 102(6), 1164-1177.

Milkman, K. L., Mazza, M. C., Shu, L.L., Tsay, C., & Bazerman, M. H. (2012). Policy bundling to overcome loss aversion: A method for improving legislative outcomes. *Organizational Behavior and Human Decision Processes*, 117(1), 158-167.

Shu, L. L., Gino, F., & Bazerman, M. H. (2011). Dishonest deed, clear conscience: When cheating leads to moral disengagement and motivated forgetting. *Personality and Social Psychology Bulletin*, 37(3), 330-349.

Bazerman, M. H., Gino, F., Shu, L. L., & Tsay, C. (2011). Joint evaluation as a real-world tool for managing emotional assessments of morality. *Emotion Review*, 3(3), 290-292.

Tsay, C., Shu, L. L., & Bazerman, M. H. (2011). Naiveté and cynicism in negotiations and other competitive contexts. *Academy of Management Annals*, 5, 495-518.

Gino, F., Shu, L. L., & Bazerman, M. H. (2010). Nameless + harmless = blameless: When seemingly irrelevant factors influence judgment of (un)ethical behavior. *Organizational Behavior and Human Decision Processes*, 111(2), 102-115.

Morewedge, C. K., Shu, L. L., Gilbert, D. T., & Wilson, T. D. (2009). Bad riddance or good rubbish? Ownership and not loss aversion causes the endowment effect. *Journal of Experimental Social Psychology*, 45(4), 947-951.

ADDITIONAL PUBLICATIONS

Shu, L. L., & Bazerman, M. H. (2012). Cognition and Decision Making. In Bansal, P., & Hoffman, A. J. (Eds.), *Oxford Handbook of Business and the Environment*, Oxford: Oxford University Press.

Shu, L. L., Gino, F., & Bazerman, M. H. (2011). Ethical Discrepancy: Changing Our Attitudes to Resolve Moral Dissonance. In De Cremer, D., & Tenbrunsel, A. E. (Eds.), *Behavioral Business Ethics: Ideas on an Emerging Field*, London: Taylor & Francis Publishing.

Shu, L. L., Tsay, C., & Bazerman, M. H. (2011). Cognitive, Affective, and Special-interest Barriers to Policy Making. In Krueger, J. I. (Ed.), *Frontiers of Psychology: Social Judgment and Decision Making*, London: Psychology Press.

Let's Go: Germany 13th Edition (2006). Cambridge, MA: Let's Go Publications.

AWARDS

Dispute Resolution Research Center, Kellogg School of Management
Research Grant, 2012-2013

Safra Center for Ethics, Harvard University
Laboratory Fellowship, 2012-2013

Society for Personality and Social Psychology
Best Student Publication Award, 2012

Program on Negotiation, Harvard University
Next Generation Grant Recipient, 2008-2009

Thomas T. Hoopes Prize, Harvard College
Awarded to Harvard College Seniors for outstanding undergraduate theses, 2006

Seymour E. and Ruth B. Harris Prize, Department of Economics, Harvard University
Best Undergraduate Thesis in Economics Department as chosen by faculty vote, 2006

Faculty Prize, Department of Psychology, Harvard University
Awarded for exceptional research in the Psychology Department as chosen by faculty vote, 2006

Semifinalist, Intel Science Talent Search
Awarded for *Contextual Effects of Implicit Priming on Perceptual Identification*, 2002

INVITED SEMINARS

Obstetrics & Gynecology Unit, Northwestern Memorial Hospital (July 2013)
Management Department, Northern Illinois University (April 2013)
Marketing Department, Kellogg School of Management, Northwestern University (January 2013)
Department of Psychology, University of Illinois, Chicago (October 2012)
Dispute Resolution Research Center, Kellogg School of Management, Northwestern University (February 2012)
Organisational Behaviour, London Business School, University of London (January 2012)
Operations and Information Management, Wharton School, University of Pennsylvania (January 2012)
Strategy, Economics, Ethics & Policy, McDonough School of Business, Georgetown University (January 2012)
Safra Center for Ethics, Harvard University (December 2011)

SELECTED TALKS

A Psychology Perspective on Non-Compliant Decisions and Behaviors. (October 2013). Invited talk at the Medical Device and Diagnostic Ethics and Compliance Conference, Chicago, IL.

Shu, L. L., & Srivastava, P. (October 2012). The Power of Personalized Messaging. Invited talk at The Health Enhancement Research Organization HERO Forum, Minneapolis, MN.

Shu, L. L., Mazar, N., Gino, F., Ariely, D., & Bazerman, M. H. (January 2012). The Role of the Self in Cheating and Unethical Behavior. Talk presented at the Society for Personality and Social Psychology Annual Meeting, San Diego, CA.

Shu, L. L., Mazar, N., Gino, F., Ariely, D., & Bazerman, M. H. (November 2011). Shrinking the Tax Gap: One Signature at a Time. Talk presented at the Society for Judgment and Decision Making Annual Meeting, Seattle, WA.

Shu, L. L., & Gino, F. (August 2011). Cognitive Approaches to Behavioral Ethics. Symposium presented at the Academy of Management Annual Meeting, San Antonio, TX.

Shu, L. L., & Gino, F. (January 2011). Psychological Costs of Unethical Behavior: Moral Disengagement and Motivated Forgetting. Invited talk at Harvard Business School January Term Course: Ethical Decision Making, Boston, MA.

Shu, L. L., & Gino, F. (November 2010). Sweeping Dishonesty under the Rug. Talk presented at the Society for Judgment and Decision Making Annual Meeting, St. Louis, MI.

Shu, L. L., Gino, F., & Bazerman, M. H. (January 2010). Moral Disengagement as Self-Preservation. Invited talk at Harvard Business School January Term Course: Negotiations and Decision Making, Boston, MA.

Shu, L. L., Gino, F., & Bazerman, M. H. (August 2009). The Determinants and Consequences of (Un)ethical Judgment and Behavior. Symposium presented at the Academy of Management Annual Meeting, Chicago, IL.

Morewedge, C. K., Shu, L. L., Gilbert, D. T., & Wilson, T. D. (October 2008). Is the Endowment Effect due to Loss Aversion or Mere Ownership? Talk presented at the IZA Workshop on Behavioral Labor Economics, Bonn, Germany.

SERVICE

Editorial Board

Organizational Behavior and Human Decision Processes

Reviewer

Basic and Applied Social Psychology

Journal of Behavioral Decision Making

Behavioral Ethics Quarterly

Journal of Economic Psychology

Journal of Experimental Psychology: General

Journal of Experimental Social Psychology

Journal of Socio-Economics

PROFESSIONAL AFFILIATIONS

Academy of Management

Society for Judgment and Decision Making

Society for Personality and Social Psychology

SELECT MEDIA COVERAGE

APA Monitor on Psychology

The Baltimore Sun

CBS MoneyWatch

CNN Live

The Daily Beast

Financial Times

The Globe and Mail

Investor's Business Daily

New Zealand National Radio

The New York Times

The New Yorker

Psychology Today

Science Daily

USA Today

Wired Science

Yahoo! Finance