

Shai Davidai

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Academic Appointments

- 2019 - **Assistant Professor of Management**
Columbia Business School
- 2016 - 2019 **Assistant Professor of Psychology**
The New School for Social Research
- 2015 - 2016 **Postdoctoral Research Fellow**
School of Public and International Affairs, Princeton University

Education

- 2010-2015 **CORNELL UNIVERSITY**
Ph.D. in Social and Personality Psychology, *August 2015*
Committee Chair: Thomas Gilovich
Committee Members: Melissa Ferguson, David Pizarro, David Field
- 2006-2009 **THE HEBREW UNIVERSITY IN JERUSALEM, ISRAEL**
B.A. in Psychology and Cognitive Science

Publications

* indicates shared first authorship

- 2021 *Roberts, R. & **Davidai, S.** (In press). The psychology of asymmetric zero-sum thinking. *Journal of Personality and Social Psychology*.
- *Ongis, M., & **Davidai, S.** (In Press). Personal relative deprivation and the belief that wealth is zero-sum. *Journal for Experimental Psychology: General*
- Hansson, K., Tinghog, G., **Davidai, S.**, & Persson, E. (2021). Losing sense of fairness: How information about a level playing field reduces selfish behavior. *Journal of Economic Behavior and Organization*, 190, 66-75.
- Davidai, S.** (2021). How do people make sense of wealth and poverty? *Current Opinion in Psychology*, 43, 42-47.
- Davidai, S.**, & Walker, J. (In press). Americans misperceive racial disparities in economic mobility. *Personality and Social Psychology Bulletin*.
- Davidai, S.** & Wienek, M. (2021). The psychology of lay perceptions in economic mobility. *Social and Personality Psychology Compass*, 15(8), e12625.
- Bentley, J., Bloomfield, R., **Davidai, S.**, & Ferguson, M. (In press). Identifying insincere and sincere bias through post-report interactions. *The Accounting Review*
- Rosenfeld, D. L., Balcetis, E., Bastian, B., Berkman, E. T., Bosson, J. K., Brannon, T. N., Burrow, A. L., Cameron, C. D., Chen, S., Cook, J. E., Crandall, C. S., **Davidai, S.**, Dhont, K., Eastwick, P. W., Gaither, S. E., Gangestad, S. W., Gilovich, T., Gray, K., Haines, E. L., . . . Tomiyama, A. J. (In press). Psychological science in the wake of COVID-19: Social, methodological, and meta-scientific considerations. *Perspectives on Psychological Science*.

- *Wise, M. & **Davidai, S.** (2021) Benevolent conformity: The influence of perceived motives on judgments of conformity. *Personality and Social Psychology Bulletin*, 47(7), 1205-1217.
- 2020 **Davidai, S.**, Deri, S., & Gilovich, T. (2020). There must be more to life than this: The impact of highly-accessible exemplars on self-evaluation and discontent. *Self and Identity*, 20(1), 72-93.
- *Black, J., & **Davidai, S.** (2020). Do rich people “deserve” to be rich? Charitable giving, internal attributions of wealth, and judgments of economic deservingness. *Journal of Experimental Social Psychology*, 90
- 2019 ***Davidai, S.** & Ongis, M. (2019) The politics of zero-sum thinking: The relationship between political ideology and the belief that life is a zero-sum game. *Science Advances*, 5.
- Davidai, S.** & Deri, S. (2019). The second pugilist’s plight: Why people believe they are above average, but are not especially happy about it. *Journal for Experimental Psychology: General*, 148(3), 570-587.
- 2018 **Davidai, S.** (2018). Why do Americans believe in economic mobility? Economic inequality, external attributions of wealth and poverty, and the belief in economic mobility. *Journal of Experimental Social Psychology*, 79, 138-148.
- Davidai, S.** & Gilovich, T. (2018). How should we think about Americans’ perceptions of socio-economic mobility? *Judgment and Decision Making*, 13(3), 297-304.
- Davidai, S.** & Shafir, E. (2018). Are “nudges” getting a fair shot? Joint versus separate evaluations. *Behavioural Public Policy*, 1-19.
- Contributing author** (2017). Chapter 3: Inequality and Social Progress. *International Panel on Social Progress: Rethinking society for the 21st century*. Cambridge University Press.
- 2017 Deri., S., **Davidai, S.**, & Gilovich, T. (2017) Home Alone: Why people believe others’ social lives are richer than their own. *Journal of Personality and Social Psychology*, 113(6), 858-877.
- Davidai, S.** & Gilovich, T. (2017) The ideal road not taken: The self-discrepancies involved in people’s most enduring regrets. *Emotion*, 18(3), 439-452.
- 2016 **Davidai, S.** & Gilovich, T. (2016). The headwind/tailwind asymmetry: An availability bias in assessments of barriers and blessings. *Journal of Personality and Social Psychology*, 111(6), 835-851.
- Davidai, S.** & Gilovich, T. (2016). The tide that lifts all focal boats: Asymmetric predictions of ascent and descent in rankings. *Judgment and Decision Making*, 11(1), 7-20.
- 2015 **Davidai, S.** & Gilovich, T. (2015). What goes up apparently needn’t come down: Asymmetric predictions of ascent and descent in rankings. *Journal of Behavioral Decision Making*, 28(5), 491-503.
- Davidai, S.** & Gilovich, T. (2015). Building a more mobile America – one income quintile at a time. *Perspectives on Psychological Sciences*, 10(1), 60-71.
- 2012 **Davidai, S.**, Gilovich, T. & Ross, L. (2012). The meaning of default options for potential organ donors. *Proceedings of the National Academy of Science*, 109, 15201-15205.

Manuscripts
Under Review
or in
Preparation

Wiwad, D., Jachimowicz, J., & **Davidai, S.** (in prep). The perceived potential for promotion: How upward workplace mobility shapes zero-sum thinking, workplace relationships, and acceptance of pay disparities.

Davidai, S., White, W.M., & Gregorich, V., (in prep). Zero-sum aversion.

Andrews Fearon, P. & **Davidai, S.** (in prep). Is status a zero-sum game? Zero-sum beliefs about status increase preference for dominance but not prestige

Davidai, S. (in prep). Economic inequality and the belief that life is a zero-sum game.

Chernyak-Hai, L. & **Davidai, S.** (under review). “Don’t teach them how to fish:” The effect of zero-sum thinking on help giving

Weingarten, E., Barasch, A., & **Davidai, S.** (in prep). Who's on first? People asymmetrically attend to higher-ranked (vs. lower-ranked) competitors.

Smith, J., **Davidai, S.**, & Gilovich, T. Visible and invisible privileges: An interpersonal headwinds/tailwinds asymmetry in assessments of barriers and blessings.

Davidai, S. & Smith, J. Bad is more specific than good: Further explorations into the headwinds/tailwinds asymmetry.

Invited Talks

2021	University of Virginia, Social Lunch Series
2020	Princeton University, Social Talk Series The Psychology of Inequality Pre-conference, SPSP, New Orleans, LA
2019	Economic Inequality Pre-Conference (invited panel member), SJDM, Montreal, Canada Social Perception, Action, and Motivation Lab, (PI: Emily Balcetis), New York, NY
2018	New York University, Stern School of Business Columbia University, Columbia Business School Fast Company Innovation Festival, New York, NY Columbia University, Department of Psychology Yale University, Department of Psychology
2017	Yale School of Management, New Haven, CT Justice and Morality Pre-conference, San Antonio, TX
2016	Princeton University, Neuroscience and Decision Making (NSDM) Series
2015	University of Illinois, Urbana-Champaign, Department of Psychology University of Chicago, Booth School of Business Carnegie Mellon University, Social and Decision Sciences Ben-Gurion University, Decision Making and Economic Psychology (DMEP) Group
2014	The New School for Social Research, Department of Psychology

Conference Presentations

Talks	Davidai, S., Wiwad, D., & Jachimowicz, J. (2021, February). The perceived potential for promotion. Talk presented (virtually) at the <i>Society for Personality and Social Psychology</i>
	Ongis, M. & Davidai, S. (2020, August). The influence of personal relative deprivation on the belief that wealth is zero-sum. Talk presented (virtually) at the <i>Annual Meeting of the Academy of Management, Vancouver, Canada.</i>

- Davidai, S. & Ongis, M. (2020, February). The politics of zero-sum thinking. Talk presented at the *Society for Personality and Social Psychology, New Orleans, LA*.
- Davidai, S. (2020, January). How economic inequality influences the belief that life is a zero-sum game. Talk presented at the *Israel Organizational Behavior Conference, Tel-Aviv, Israel*.
- Davidai, S. (2019, February). Why people believe they are above average but are not especially happy about it. Talk presented at the *Society for Personality and Social Psychology, Portland, OR*.
- Davidai, S. (2018, November). The second pugilist's plight: Why people believe they are above average, but are not especially happy about it. Talk presented at the *Society for Judgment and Decision Making, New Orleans, LA*.
- Davidai, S. (2018, June). The social headwinds/tailwinds asymmetry: An availability bias in assessments of social advantages and disadvantages. Talk presented at the *Behavioral and Decision Research in Management Conference, Boston, MA*.
- Davidai, S. (2018, March). Why do Americans overestimate economic mobility? Perceptions of economic inequality and upward social mobility. Talk presented at the *Society for Personality and Social Psychology, Atlanta, GA*.
- Davidai, S. (2017, May). The intuitive Gatsby Curve: Perceptions of economic inequality and upward social mobility. Talk presented at the *Association for Psychological Science, Boston, MA*.
- Davidai, S. & Shafir, E. (2017, January). Joint and separate evaluations of public policies. Talk presented at the *Society for Personality and Social Psychology, San Antonio, TX*.
- Davidai, S. & Gilovich, T. (2015, November). The Ideal Road Not Taken: Regrets of Action and Inaction and Self-Discrepancy Theory. Talk presented at the *Society for Judgment and Decision Making 36th Annual Conference, Chicago, IL*.
- Davidai, S. & Gilovich, T. (2015, February). Building a more mobile America – One income quintile at a time. Talk presented at the *Society for Personality and Social Psychology, Long Beach, CA*.
- Davidai, S. & Gilovich, T. (2014, July). The unbearable lightness of upward mobility: A cognitive bias. Talk presented at the *Behavioral and Decision Research in Management Conference, London, England*.
- Davidai, S. & Gilovich, T. (2014, July). The Ideal Road Not Taken: Regrets of Action and Inaction and Self-Discrepancy Theory. Talk presented at the *17th General Meeting of the European Association of Social Psychology, Amsterdam, Netherlands*.
- Davidai, S. & Gilovich, T. (2014, June). Building a More Mobile America – One Income Quintile at a Time. Talk presented at the meeting of *International Society for Justice Research, New York City, NY*.
- Davidai, S. & Gilovich, T. (2014, March). Building a More Mobile America – One Income Quintile at a Time. Talk presented at the *Sociology Graduate Student Association Conference, Ithaca, NY*.
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Davidai, S. & Gilovich, T. (2014, February). The unbearable lightness of upward mobility: A cognitive bias. Talk presented at the *Judgment and Decision Making Preconference, Society for Personality and Social Psychology Annual Meeting, Austin, Texas.*

Davidai, S. & Gilovich, T. (2013, November). The extrinsic incentives bias at work: Why tenure is bad for others, but not for me. Talk accepted at the *Society for Judgment and Decision 34th Annual Conference, Toronto, Canada.*

Chaired symposia

Davidai, S. (2019, February). Social comparisons in the 21st century: New questions, new insights. Chaired symposium at the *Society for Personality and Social Psychology, Portland, OR.*

Davidai, S. (2017, January). When ‘nudge’ comes to shove: Perceptions of behavioral policy interventions. Chaired symposium at the *Society for Personality and Social Psychology, San Antonio, TX.*

Davidai, S. & Wiwad, D. (2015, February). Economic inequality, income mobility, and wellbeing. Co-Chaired symposium at the *Society for Personality and Social Psychology, Long Beach, CA.*

Poster Presentations

Davidai, S. & Gilovich, T. (2015, February). Predicting public policies: An accessibility account of the extrinsic incentives bias. Poster presented at the *Judgment and Decision Making Preconference, Society for Personality and Social Psychology Annual Meeting, Long Beach, CA.*

Davidai, S. & Gilovich, T. (2014, February). What goes up doesn’t necessarily come down: Asymmetric perceptions of upward and downward social mobility. Poster presented at the *Society for Personality and Social Psychology Annual Meeting, Austin, Texas.*

Davidai, S., Gilovich, T. & Ross, L. (2013, January). When “Nudge” comes to shove – The effects of default policies on choice construal. Poster presented at the *Society for Personality and Social Psychology Annual Meeting, New Orleans, LA.* January 2013.

Davidai, S., Gilovich, T. & Ross, L. (2012, June). When “Nudge” comes to shove – The effects of default policies on choice construal. Poster presented at the *Behavioral Decision Research in Management Conference, Boulder, CO.*

Davidai, S. & Pizarro, D. (2012, January). “I don’t want anything to do with them!” How judgments of a group’s moral character shape decisions. Poster presented at the *Society for Personality and Social Psychology Annual Meeting, San Diego, CA.*

Fellowships, Grants and Awards

2020	Association for Psychological Science (APS) Rising Star
2017	Faculty Research Fund, The New School (\$5500) Society for Personality and Social Psychology Small Grant Research Award (\$1500)
2016	Sage Graduate Research Fellowship, Cornell University (\$22,000) Judgment and Decision Making Preconference Student Award (\$200) <i>Spring School of Behavioral Economics</i> , Rady School of Management, UC San Diego
2015	John S. Knight Fellowship, Cornell University (\$11,700) Summer Fellowship Stipend, Cornell University (\$4690) Judgment and Decision Making Preconference Student Award (\$200) Society of Personality and Social Psychology Graduate Students Travel Award (\$500) Student Travel Grant, Cornell University (\$440)
2014	John S. Knight Fellowship, Cornell University (\$23,400)
2013	Summer Fellowship Stipend, Cornell University (\$4690)

	Participant in <i>Managerial and Agility Innovation: Managing Change Summer School</i> , the Herzilya Interdisciplinary Center,
	Student Travel Grant, Cornell University (\$390)
2012	Student Travel Grant, Cornell University (\$440)
	Summer Fellowship Stipend, Cornell University (\$4690)
2011	Sage Graduate Research Fellowship, Cornell University (\$22,000)
	Graduate Student Research Grant, Cornell University Psychology Department (\$500)
	Summer Fellowship Stipend, Cornell University (\$4690)
2008	Dean's List, The Hebrew University of Jerusalem
2007	Dean's List, The Hebrew University of Jerusalem
2006	First Year Tuition Waiver for Outstanding Applicants, The Hebrew University of Jerusalem, Israel

Teaching Experience

2020-2021	Managerial Negotiations (Columbia Business School), <i>Instructor</i>
2019	Fundamentals of Social Psychology (The New School, Lang College), <i>Instructor</i>
	Seminar on Judgment and Decision Making (The New School for Social Research), <i>Instructor</i>
2018	Money, Materialism, and the Mind: Psychological Insights into Money (The New School, Lang College), <i>Instructor</i>
	Seminar on the Psychology of Happiness and Well Being (The New School for Social Research), <i>Instructor</i>
	Fundamentals of Social Psychology (The New School, Lang College), <i>Instructor</i>
	Seminar on Judgment and Decision Making (The New School for Social Research), <i>Instructor</i>
2017	Money, Materialism, and the Mind: Psychological Insights into Money (The New School, Lang College), <i>Instructor</i>
	Seminar on the Psychology of Happiness and Well Being (The New School for Social Research), <i>Instructor</i>
	Fundamentals of Social Psychology (The New School, Lang College), <i>Instructor</i>
	Seminar on Judgment and Decision Making (The New School for Social Research), <i>Instructor</i>
2016	The Psychology of Happiness (The New School, Lang College), <i>Instructor</i>
	Psychology for Policy Analysis and Implementation (M.A. level course at the Woodrow Wilson School of Public and International Affairs, Princeton University), <i>Preceptor</i>
2015	Introduction to Social Psychology (Cornell Prison Education Program, Moravia, NY), <i>Instructor</i>
2014	Introduction to Social Psychology (Cornell Prison Education Program, Auburn, NY), <i>Instructor</i>
	The Psychology of Well-being (Cornell University), <i>Instructor</i>
2013	The Self (Cornell University), <i>Teaching assistant</i> (Prof. David Dunning)
	Writing in the Majors: Introduction to Social Psychology (Cornell University), <i>Instructor</i>
2012	Introduction to Social Psychology (Cornell University), <i>Teaching assistant</i> (Prof. Thomas Gilovich)
	Psychology and Law (Cornell University), <i>Teaching assistant</i> (Prof. David Dunning)
2011	Psychology and Law (Cornell University), <i>Teaching assistant</i> (Prof. David Dunning)

Professional Affiliations

Society for Judgment and Decision Making
Society for Personality and Social Psychology

Service

Organizing Committee	Society for Judgment and Decision Making 2020 Annual Conference
Ad hoc Reviewer (Journals)	Nature and Human Behaviour Nature Communications Organizational Behavior and Human Decision Processes Organizational Science Proceedings of the National Academy of Sciences

Perceptual and Motor Skills
Perspectives on Psychological Science
Personality and Social Psychology Bulletin
Political Psychology
Psychological Science
Psychonomic Bulletin & Review
Developmental Psychology
Journal of Economic Psychology
Journal of Experimental Psychology: General
Journal of Experimental Psychology: Applied
Journal of Experimental Social Psychology
Journal of Personality and Social Psychology
Journal of Social and Political Psychology
Judgment and Decision Making
American Psychologist
Collabra
Behavioural Public Policy
British Journal of Political Science
International Journal of Psychology
Social Psychological and Personality Science
Social Science and Medicine
Self & Identity
The Economic Journal
European Journal of Social Psychology
European Review of Social Psychology
Review Editor, *Frontiers in Psychology: Personality and Social Psychology*

Ad hoc Reviewer (Grants) United States-Israel Binational Science Foundation (BSF)
Marketing Science Institute (MSI), Alden G. Clayton Doctoral Dissertation Proposal Competition

Ad hoc Reviewer (Other) Routledge Handbook of Emotion Theory

Popular Writing

Character & Context (2021). *Conforming for the great good: How motives affect judgments of character*
Vox (2020). *How we can encourage people to wear mask—for others' sake*
Character & Context (2020). *Do rich people deserve to be rich?*
Behavioral Scientist (2020). *We Have a Rare Opportunity to Create a Stronger, More Equitable Society*
Public Seminar (2018). *Dodging inequality and winning elections.*
New York Times (2015). *American Dream? Or mirage?*

Media Coverage

Squeezing the Orange Podcast (2021). *Is it more helpful to count your blessings or your barriers?*
Attribution Podcast (2020). *Episode 1: Tailwinds.*
Quartz (2020). *Why regret hurts so much—and why it's good for us*
Journalist's Resource (2020). *Conservatives and liberals see the world as zero-sum — when it suits them*
Journalist's Resource (2019). *Perception versus reality: What Americans think about economic mobility*
Newsweek (2018). *Are you living your best life? Chances are you're not—and it will be your biggest regret*
Quartz (2018). *A new study on the psychology of persistent regrets can teach you how to live now*
Today (2018). *The most haunting regrets aren't about what we've done, research finds*
The Guardian (2018). *What's the best way to avoid regrets?*
Le Point (2018). *“Quand je me compare, je me console!” Vraiment?*
Bustle (2018). *A new study on regrets shows we're most disappointed in failing our “Ideal Selves”*

A Plus (2018). *Study shows why not following your dream could actually be a problem*
Daily Mail (2018). *Our biggest regrets in life? Not living up to our own expectations*
The British Psychological Society (2018). *We are haunted more by regrets about not becoming the person we wanted to be, than not becoming the person we were expected to be*
Inc. (2018). *A new study confirms that you're really going to regret not chasing your crazy dreams*
Quartz (2018). *Why your work life is so much harder than everyone else's*
ZEIT Wissen Magazine (2018). *Die burde des ego (The burden of the ego)*
Bustle (2017). *How social media FOMO affects your wellbeing*
New York Times (2017). *To Help Tackle Inequality, Remember the Advantages You've Had*
The Telegraph (2017). *How much of a role does luck play in our success or failure?*
Sciences Humaines (2017). *Pourquoi avons-nous tendance à crier à l'injustice? (Why do we cry about injustice?)*
Freakonomics Radio (2017). *Why is my life so hard?*
The New Yorker (2016). *America's surprising views on income inequality*
Fast Company (2015). *Is the American Dream and illusion?*
Scientific American (2015). *Economic inequality: It's far worse than you think.*
Salon (2015). *The American people are clueless: Why income inequality is so much worse than we realize*

Previous Research & Employment Experience

2009-2010	TLV Media Online Ltd., Tel-Aviv, Israel, <i>Senior Account Manager</i>
2009	Tel-Aviv University, <i>Research Assistant to Prof. Yechial Klar</i>
2008	The Hebrew University, Decision Making Laboratory, <i>Research assistant to Prof. Ilan Yaniv</i>
2007-2008	The Hebrew University Student Union, <i>Head of Cultural Department</i>
2002-2005	Mandatory 3-year service as a medic on an Israeli Navy Ship

Outside Activities

None to report