

# KRISTINA WALD

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## EDUCATION

**Booth School of Business, University of Chicago**  
PhD, Behavioral Science (Expected 2023)

**Columbia University**  
B.A., Psychology & Economics (2016)  
*Summa Cum Laude; Phi Beta Kappa*

## RESEARCH INTERESTS

Impression management; trust; communication; social interaction

## AWARDS

**Department Nominee for Academy of Management OB Doctoral Consortium 2022**

**IACM Best Conference Paper 2020**

**John and Serena Liew Fama-Miller PhD Fellowship 2018**

## ACADEMIC PAPERS

### *Publications*

**Wald, K. A.** & O'Brien, E. (2022). Repeated exposure to success harshens reactions to failure. *Journal of Experimental Social Psychology*, 103, 104381.

Atir, S., **Wald, K. A.**, & Epley, N. (2022). Talking with strangers is surprisingly informative. *Proceedings of the National Academy of Sciences*, 119(34), e2206992119.

Chaudhry, S. J. & **Wald, K. A.** (2022). Overcoming listener skepticism: Costly signaling in communication increases perceived honesty. *Current Opinion in Psychology*, 48, 101442.

Levine, E. E. & **Wald, K. A.** (2020). Fibbing about your feelings: How feigning happiness in the face of personal hardship affects trust. *Organizational Behavior and Human Decision Processes*, 156, 135-154.

## ***Manuscripts Under Review***

**Wald, K. A.,** Pike, B. E., Abraham, M., & Galinsky, A. D. Are there gender differences in climbing up the ladder? Why experience matters more for women than men.

**Wald, K. A.,** Chaudhry, S. J., & Risen, J. L. The credibility dilemma: When acknowledging a (perceived) lack of credibility can make a boast more believable.

## ***Selected Works in Progress***

**Wald, K. A.,** Kardas, M., & Epley, N. Discussing political disagreement is unexpectedly rewarding.

**Wald, K. A.** & Chaudhry, S. J. Ignorance can be trustworthy: The effect of social self-awareness on trust.

**Wald, K. A.,** Zhao, X., Caruso, H., & Risen, J. L. Dialogue versus debate: Consequences of two different modes of discussing disagreement.

Apalkova, A., **Wald, K. A.,** & Risen, J. L. Causes of dialogue versus debate.

**Wald, K. A.** & Risen, J. L. How does variability affect humanization? Variable (vs. constant) behavior increase perceptions of experience, but decreases perceptions of agency.

# CONFERENCE & DEPARTMENT PRESENTATIONS

**Booth Center for Decision Research Brown Bag, November 2022**

Ignorance can be trustworthy: The effect of social self-awareness on trust

**Academy of Management, August 2022**

People are more trusting of others who are unaware (vs. aware) of their own negative behavior

**Academy of Management August 2022**

Dialogue vs. debate: Causes and consequences of two approaches to disagreement

**Academy of Management, August 2022**

How does variability affect humanization?

**International Association for Conflict Management, July 2022**

Ignorance can be trustworthy: The effect of (social) self-awareness on trust

**International Association for Conflict Management, July 2022**

Dialogue vs. debate: Causes and consequences of two approaches to disagreement

**International Association for Conflict Management, July 2022**

How does variability affect humanization? Variable (vs. constant) behavior increases perceptions of experience, but decreases perceptions of agency

**Trans-Atlantic Doctoral Conference, June 2022**

Ignorance can be trustworthy: The effect of (social) self-awareness on trust

**Booth Center for Decision Research Brown Bag, April 2022**

Ignorance can be trustworthy: The effect of (social) self-awareness on trust

**East Coast Doctoral Conference, April 2022**

Ignorance is trustworthy: People are more trusting of others who are unaware (vs. aware) of their own negative behavior

**Society for Personality and Social Psychology, February 2022**

*Data blitz:* Ignorance is trustworthy: People are more trusting of others who are unaware (vs. aware) of their own negative behavior

*Data blitz:* Dialogue versus debate: Consequences of two different modes of discussing disagreement.

**Society for Judgment and Decision Making, February 2022**

*Poster:* Dialogue versus debate: Consequences of two different modes of discussing disagreement.

**Academy of Management, July 2021**

Making a boast believable: Disclaimers increase the effectiveness of seemingly untrue brags

**International Association for Conflict Management, July 2021**

Making a boast believable: Disclaimers increase the effectiveness of seemingly untrue brags

**Trans-Atlantic Doctoral Conference, May 2021**

Making a boast believable: Disclaimers increase the effectiveness of seemingly untrue brags

**Guest Lecture at Elmhurst University (Honors Social Psych Class), February 2021**

Making a boast believable: Disclaimers increase the effectiveness of seemingly untrue brags

**Society for Personality and Social Psychology, February 2021**

Clueless critics: Overconfidence in oneself fosters unjustified criticism of others who try (and fail).

**Society for Judgment and Decision Making, December 2020**

*Poster:* Clueless critics: Overconfidence in oneself fosters unjustified criticism of others who try (and fail).

**Booth Center for Decision Research Brown Bag, October 2020**

Making a boast believable: Disclaimers increase the effectiveness of seemingly untrue brags

**Academy of Management, August 2020**

Can birds of different feathers flock surprisingly well together? Expected versus actual consequences of discussing divisive viewpoints

**International Association for Conflict Management, July 2020**

Can birds of different feathers flock surprisingly well together? Expected versus actual consequences of discussing divisive viewpoints

**East Coast Doctoral Conference, March 2020**

*(Accepted; conference canceled)*

*Data Blitz:* Can birds of different feathers flock happily together? Expected versus actual consequences of discussing divisive viewpoints

**Society for Personality and Social Psychology, February 2020**

Fibbing about your feelings: How feigning happiness in the face of personal hardship affects trust

**Academy of Management, August 2019**

Gender differences in running for political office? Candidate experience closes the gap between women and men

**Academy of Management, August 2019**

Fibbing about your feelings: How feigning happiness in the face of personal hardship affects trust

**International Association for Conflict Management, July 2019**

Fibbing about your feelings: How feigning happiness in the face of personal hardship affects trust

**Kellogg-Booth Student Symposium, May 2019**

*Co-organizer*

**East Coast Doctoral Conference, April 2019**

Fibbing about your feelings: How feigning happiness in the face of personal hardship affects trust