

Jennifer M. Logg

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HARVARD
UNIVERSITY



ACADEMIC POSITION

Harvard University 2016 - Present
Post-Doctoral Fellow

EDUCATION

University of California, Berkeley 2011 - 2016
Ph.D., Management of Organizations, Haas School of Business
• Pre-Doctoral Fellow, Good Judgment Project 2013 - 2015
(Federally funded by IARPA, Intelligence of Advanced Research Projects Activity)

Columbia University 2009 - 2010
Coursework in statistics, graduate coursework in psychology

Rutgers University, Honors Program 2004 - 2008
B.A., Magna Cum Laude, Honors in Psychology, Minor in Philosophy, Henry Rutgers Thesis Scholar

PUBLISHED MANUSCRIPTS

Logg, J. M., Haran, U. & Moore, D. A. (In Press). Is Overconfidence a Motivated Bias? Experimental Evidence. *Journal of Experimental Psychology: General*.

Tenney, E. R., **Logg, J. M.**, & Moore, D. A. (2015). (Too) optimistic about optimism: The belief that optimism improves performance. *Journal of Personality and Social Psychology*, 108(3), 377-399 (Lead Article).

Arora, P., **Logg, J. M.**, & Larrick, R. P. (2015). Acting for the greater good: Identification with group determines choices in sequential social dilemmas. *Journal of Behavioral Decision Making*.

Bohns, V.K., Handgraaf, M.J.J., Sun, J., Aaldering, H., Mao, C., & **Logg, J. M.** (2011). Are empathy gaps universal? Predicting compliance with a direct request across cultures. *Journal of Experimental Social Psychology*, 47(3), 676-680.

MANUSCRIPTS UNDER REVIEW

Logg, J. M., Minson, J.A., & Moore, D.A. Algorithm Appreciation: People prefer algorithmic to human judgment. *Harvard Business School Working Paper*, No. 17-086. (Under Review at *Organizational Behavior and Human Decision Processes*).

- By 2nd week on SSRN: Top 10 Download List for New Papers in 8 Topics.
- Aug 2017 (5th month on SSRN) - present: Top 10% of authors by total new downloads.

Blunden, H., **Logg, J. M.**, Brooks, A.W., John, L., & Gino, F. Seeker Beware: The Interpersonal Costs of Ignoring Advice. *Harvard Business School Working Paper*, No. 18-084. (Under Second-Round Review at *Organizational Behavior and Human Decision Processes*).

MANUSCRIPTS UNDER REVIEW (Cont.)

Cheng, J. T., Anderson, C. P., Tenney, E. R., Moore, D. A., Brion, S., & **Logg, J.M.** The social contagion of overconfidence. (*Under Second-Round Review at Journal of Personality and Social Psychology*).

WORK IN PROGRESS

Logg, J.M., Minson, J., & Berg, L. Everybody Argues and Everybody Wins: Overestimation of success is a driver of debate. (*In Preparation, Eleven Experiments*).

Logg, J.M., Gino, F., Hall, B., & Minson, J.A. Robo-Coaching: When do people prefer performance assessments from algorithms versus people? (*Data Collection in Progress*).

Logg, J.M. Likes vs. Dislikes: Asymmetry in the predictiveness of cues for human and algorithmic recommendations. (*Data Collection in Progress, Five Experiments*).

Logg, J.M., Bazerman, M., Luca, M., & Kristal, A. Experiment Aversion: Field evidence. (*Data Collection in Progress*).

Manuscripts, Data, Materials, & Pre-Registrations: <http://www.jennlogg.com/papers.html>

MEDIA COVERAGE

Hosanagar, K. & Cronk, I. (2016, October 16) Why We Don't Trust Driverless Cars — Even When We Should. *Harvard Business Review*, Technology Section. Retrieved from <https://hbr.org/2016/10/why-we-dont-trust-driverless-cars-even-when-we-should>

INVITED PRESENTATIONS

Harvard University, Harvard Law School, Program on Negotiation	7.17.2017
Massachusetts Institute of Technology, Media Lab, Scalable Cooperation Group	5.26.2017
Harvard University, Harvard Kennedy School, Behavioral Insights Student Group	2.1.2017
University College London, Affective Brain Lab	1.12.2017
Harvard University, Harvard Kennedy School, Minson Lab	12.2.2016
Harvard University, Harvard Business School, NERD Lab	11.28.2016
University of California, Los Angeles, Anderson School of Management, Behavioral Seminar	8.9.2016
University of Pennsylvania, Wharton School of Business, Operations, Information and Decisions	1.22.2016
Carnegie Mellon University, Social and Decision Sciences	1.15.2016
Harvard University, Harvard Business School, Negotiation, Organizations & Markets	12.10.2015
London School of Economics, Public Policy Group	12.7 - 8.15
University of Pennsylvania, Good Judgment Project Lab	5.24.2015

TEACHING

Harvard University

Extension School

Creating new course: The Psychology of Big Data for Decision Makers and Managers

Scheduled Spring 2019

TEACHING (Cont.)

Harvard University

Department of Psychology

Sophomore Tutorial in Psychology, PSY 971

Scheduled Spring 2019

Invited Guest Lectures: Data-Driven Decision Making (Theory of Machine)

Topics at the Interface between Computer Science and Economics, CS 236r

3.5.2018

Extension School: Consumer Behavior Course

11.15.2017

Harvard Business School

Invited Guest Lectures: Data-Driven Decision Making (Theory of Machine)

Competing on Business Analytics and Big Data, Executive Education Course

6.21.2017

MBA and Master's Level Immersive Field Course, held at London Business School

1.10.2017

The Truman Institute, Washington, D.C.

Decision Making & Power of Algorithms (Attendees: U.S. Government employees)

5.23.2015

University of California, Berkeley

Invited Guest Lectures

Berkeley Business Academy for Youth, *Overconfidence & Leadership*

Summer 2015

Haas School of Business, 2 MBA sections: *Decision Making & Power of Algorithms*

Spring 2015

Berkeley Business Academy for Youth, *Overconfidence & Leadership*

Summer 2014

Graduate Student Instructor

Negotiations, Haas School of Business

Fall 2012

HONORS & AWARDS

Harvard University

Program on Negotiation Next Generation Grant

(\$5,000)

2018

Mind, Brain, Behavior Post Doctoral Fellow Research Grant

(\$4,820)

2018-2019

Foundations of Human Behavior Initiative Grant

(\$24,650)

2018-2019

University of California, Berkeley

UC Berkeley Haas Dissertation Fellowship (*stipend, tuition, fees*)

(\$15,000)

2015 - 2016

Intelligence of Advanced Research Projects Activity (IARPA) Grant,

the Good Judgment Project (*stipend, four semesters*)

(\$60,000)

2013 - 2015

Haas Behavioral Lab Research Grant

(\$1,500)

2015

Haas Travel Grant

(\$650+)

2014 - 2015

Office of Academic Affairs Academic Opportunity Fund Travel Grant

(\$250)

2015

Haas Behavioral Lab Research Grant

(\$1,500)

2014

Haas Summer Fellowship

(\$3,000)

2014

UC Berkeley Graduate Division International Travel Grant

(\$1,000)

2014

Haas Travel Grant

(\$600)

2013 - 2014

UC Berkeley Graduate Division Conference Travel Grant

(\$600)

2013

UC Berkeley Graduate Division Summer Fellowship

(\$3,500)

2013

Crawford Fellowship (*stipend, tuition, fees*)

(\$15,000)

2013

UC Berkeley Graduate Division Travel Grant

(\$600)

2013

Haas Travel Grant

(\$650)

2013

Haas Behavioral Lab Grant

(\$1,500)

2012

HONORS & AWARDS (Cont.)

Rutgers University, Honors Program

Outstanding Scholars Program Award	2004 - 2008
Dean's List, Rutgers University	7 semesters
9 Academic Excellence Scholarships & Fellowships (research; excellence in psychology)	2004 - 2008
Psi Chi, National Honor Society in Psychology	Elected 2006

ORGANIZED SYMPOSIA

Logg, J. M. & Jago, A. (2017, August). *Algorithms in organizations: Interactions with (and via) technology*. Symposium accepted at the Academy of Management Conference, Organizational Behavior Division, Managerial and Organizational Cognition Division & Technology and Innovation Management, Atlanta, GA.

Logg, J. M. & Yeomans, M. (2015, August). *The power of algorithms: The accuracy of algorithms and how people perceive them relative to human judgment*. Symposium accepted at the Academy of Management Conference, Managerial and Organizational Cognition Division & All-Academy Theme (AAT): Opening Governance, Vancouver, Canada.

CONFERENCE PRESENTATIONS

Logg, J. M., Minson, J.A., & Moore, D.A. (2018, November). *Algorithm Appreciation: People prefer algorithmic to human judgment*. Talk accepted at: Society for Judgment and Decision Making (SJDM). New Orleans, LA.

Logg, J.M., Berg, L.A., Minson, J.A. (2018, November) *Everybody argues and everybody wins: Overestimation of success and the joy of self-expression as drivers of debate*. Poster accepted at: Society for Judgment and Decision Making (SJDM). New Orleans, LA.

Logg, J.M., Berg, L.A., Minson, J.A. (2018, July) *Everybody argues and everybody wins: Overestimation of success and the joy of self-expression as drivers of debate*. Talk presented at: International Association of Conflict Management (IACM). Philadelphia, PA.

Logg, J. M. (2018, February). *Theory of Machine: When do people rely on algorithms?* Talk presented at: Society for Consumer Psychology (SCP). Dallas, TX.

Logg, J. M. (2017, November). *Theory of Machine: When do people rely on algorithms?* Talk presented at: Society for Judgment and Decision Making (SJDM). Vancouver, Canada.

Logg, J. M. (2017, September). *Theory of Machine: When do people rely on algorithms?* Talk presented at: Behavioral Science & Policy Association (BSPA). New York, NY.

Logg, J. M. (2017, August). *Theory of Machine: When do people rely on algorithms?* Talk presented at: Academy of Management (AOM). Atlanta, GA.

Logg, J. M. (2017, April). *Theory of Machine: When do people rely on algorithms?* Talk presented at: Society for Judgment and Decision Making (SJDM) Day, Boston, MA.

Logg, J. M. (2017, January). *Theory of Machine: When do people rely on algorithms?* Poster presented at: Society for Personality and Social Psychology (SPSP), San Antonio, TX.

CONFERENCE PRESENTATIONS (Cont.)

- Logg, J. M.** (2016, November). *When do people rely on algorithms?* Poster presented at: Society for Judgment and Decision Making (SJDM), Boston, MA.
- Logg, J. M.** (2016, August). *When do people rely on algorithms?* Talk presented at: Academy of Management (AOM), Anaheim, CA.
- Logg, J. M., Haran, U., & Moore, D. A.** (2015, January). *Is overconfidence a motivated bias?* Talk presented at: Society for Personality and Social Psychology (SPSP), San Diego, CA.
- Logg, J. M., Haran, U., & Moore, D. A.** (2015, November). *Is overconfidence a motivated bias?* Talk presented at: Society for Judgment and Decision Making (SJDM), Chicago, IL.
- Logg, J. M.** (2015, August). *People rely on advice from algorithms more than other people.* Talk presented at: Academy of Management (AOM), Vancouver, Canada.
- Logg, J. M.** (2015, May). *People rely more on advice when it comes from an algorithm than another person.* Poster presented at: Association for Psychological Science (APS), New York, NY.
- Logg, J. M., Haran, U., & Moore, D. A.** (2015, May). *Specificity moderates the effect of motivation on overconfidence.* Poster presented at: Association for Psychological Science (APS), New York, NY.
- Logg, J. M.** (2015, February). *People rely on advice from algorithms more than other people.* Poster presented at: Society for Personality and Social Psychology (SPSP), Long Beach, CA.
- Cheng, J. T., Anderson, C., Tenney, E. R., Brion, S., Moore, D. A., **Logg, J. M.** (2015, February). *The social contagion of overconfidence.* Talk presented by Cheng at: Society for Personality and Social Psychology. Long Beach, CA.
- Logg, J. M., Haran, U., & Moore, D. A.** (2015). *Motivation and overconfidence.* Poster presented at: Society for Judgment and Decision Making (SJDM). Pre-Conference to Society for Personality and Social Psychology (SPSP), Long Beach, CA.
- Arora, P., **Logg, J. M., & Larrick, R.** (2014). *Reciprocate or compensate: In-group identification determines response to defection.* Talk presented by Arora at: Academy of Management (AOM), Philadelphia, PA.
- Arora, P., **Logg, J. M., & Larrick, R.** (2014). *Doormat or a good group member? Identification with in-group determines response to defection in sequential social dilemmas.* Talk presented by Arora at: International Association for Conflict Management (IACM), Leiden, Netherlands.
- Logg, J. M., Haran, U., & Moore, D. A.** (2014). *Specificity moderates the effect of motivation on overconfidence.* Poster presented at: Association for Psychological Science (APS), San Francisco, CA.
- Logg, J. M., Haran, U., & Moore, D. A.** (2014). *Motivation and overconfidence.* Talk presented at: Trans-Atlantic Doctoral Conference (TADC), London, England.
- Tenney, E. R., **Logg, J. M., & Moore, D. A.** (2013). *Optimistic about optimism.* Talk presented by Tenney at: Society for Judgment and Decision Making (SJDM), Toronto, Canada.

CONFERENCE PRESENTATIONS (Cont.)

- Tenney, E. R., **Logg, J. M.**, & Moore, D. A. (2013). *Optimistic about optimism*. Talk presented by Tenney at: Symposium: A Hopeful Delusion: Formation and Function of Optimistic Biases, Society of Experimental Social Psychology (SESP), Berkeley, CA.
- Tenney, E. R., **Logg, J. M.**, & Moore, D. A. (2012). *Overconfidence is socially acceptable depending on decision phase*. Poster presented by Logg at: Society for Personality and Social Psychology (SPSP), New Orleans, LA.
- Logg, J. M.**, Haran, U., & Moore, D. A. (2012). *How honest are you? Clarity and the Better-Than-Average Effect*. Poster presented at: Society for Judgment and Decision Making (SJDM), Minneapolis, MN.
- Arora, P., **Logg, J. M.**, & Larrick, R. P. (2012). *Playing nice: role of identity in overcompensation and disengagement in environmental social dilemmas*. Poster presented by Logg at: Society for Personality and Social Psychology (SPSP), San Diego, CA.
- Arora, P., **Logg, J. M.**, & Larrick, R. P. (2011). *Playing nice: role of identity in overcompensation and disengagement in environmental social dilemmas*. Talk presented by Arora at: Society for Judgment and Decision Making (SJDM), Seattle, WA.
- Arora, P., **Logg, J. M.**, & Larrick, R. P. (2011). *Over-compensate for you or disengage from you: Group identity and dissonance interact to determine choices in social dilemmas*. Talk presented by Arora at: International Conference for Social Dilemmas, Amsterdam, The Netherlands.
- Logg, J. M.** & Arora, P. (2010). *Through the green looking glass: Attention and attitude influence on environmental behaviors*. Poster presented at: Society for Judgment and Decision Making (SJDM), St. Louis, MO.
- Logg, J. M.** & Arora, P. (2010). *Through the green looking glass: Attention and attitude influence environmental behaviors*. Poster presented at: American Association for the Advancement of Science (AAAS), Washington, D.C.

WORK EXPERIENCE

Columbia University, Department of Psychology 2008 - 2011
Program Coordinator, promoted from Lab Manager, Center for Research on Environmental Decisions
Supervisors: Elke Weber, David Krantz

MENTORING EXPERIENCE

Harvard University
Logg Lab, mentor, lead weekly meetings (undergraduate, master's students) 2016 - Present

University of California, Berkeley
Moore Accuracy Lab, mentor, co-lead weekly meetings (undergraduate, post-graduate) 2011 - 2016

PROFESSIONAL ASSOCIATIONS

Association for Psychological Science 2014 - Present
Society for Personality and Social Psychology 2012 - Present
Academy of Management 2011 - Present
Society for Judgment and Decision Making 2009 - Present
Sigma Xi, The International Scientific Honorary Society, Associate Member Elected 2008

Updated: August 2018