

# Jennifer M. Logg



Georgetown  
University

[www.jennlogg.com](http://www.jennlogg.com)

908.217.9531

Jenn.Logg@georgetown.edu

## ACADEMIC POSITIONS

---

### Georgetown University

Assistant Professor of Management, McDonough School of Business

2019 - Present

### Harvard University

Post-Doctoral Fellow, Harvard Business School and Harvard Kennedy School

2016 - 2019

## EDUCATION

---

### University of California, Berkeley

Ph.D., Management of Organizations, Haas School of Business

2011 - 2016

- Pre-Doctoral Fellow, Good Judgment Project

2013 - 2015

(Federally funded by IARPA, Intelligence of Advanced Research Projects Activity)

### Rutgers University, Honors Program

B.A., Magna Cum Laude, Honors in Psychology, Minor in Philosophy, Henry Rutgers Thesis Scholar

2004 - 2008

## PUBLISHED MANUSCRIPTS

---

Cheng, J. T., Anderson, C. P., Tenney, E. R., Brion, S., Moore, D. A., & **Logg, J.M.** (in press). The social transmission of overconfidence. *Journal of Experimental Psychology: General*.

**Logg, J. M.**, Minson, J.A., & Moore, D.A. (2019). Algorithm appreciation: People prefer algorithmic to human judgment. *Organizational Behavior and Human Decision Processes*, 151, 90-103.

- By 2<sup>nd</sup> week on SSRN: Top 10 Download List for New Papers in 8 Topics

Blunden, H., **Logg, J. M.**, Brooks, A.W., John, L., & Gino, F. (2019). Seeker beware: The interpersonal costs of ignoring advice. *Organizational Behavior and Human Decision Processes*, 150, 83-100.

**Logg, J. M.**, Haran, U. & Moore, D. A. (2018). Is overconfidence a motivated bias? Experimental evidence. *Journal of Experimental Psychology: General*, 147(10), 1445–1465.

- 2019 Early Career Award (as judged by editors of the five sections of JEP)

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.

## MANUSCRIPT UNDER REVIEW

---

**Logg, J.M.** & Dorison, C.A. The who, how, and why of pre-registration. (*Revise and Resubmit at Organizational Behavior and Human Decision Processes*).

**Logg, J.M.**, Berg, L., & Minson, J. Everybody argues and nobody loses: Overestimation of success as a driver of debate. (*Submitted*).

## WORK IN PROGRESS

---

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

**Logg, J.M.** & Tinsley, C. Algorithmic Hiring (*Data Collection in Progress*).

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

**Logg, J.M.** Theory of Machine. In Matz, S. (Ed.), (*Invited chapter for American Psychological Association Handbook of Psychology of Technology*).

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

## BUSINESS ARTICLES

---

**Logg, J. M.** Using Algorithms to Understand the Biases in Your Organization. *Harvard Business Review*, Decision Making Section. August 8, 2019.

Blunden, H., **Logg, J. M.**, Brooks, A.W., John, L., & Gino, F. How Asking Multiple People for Advice Can Backfire. *Harvard Business Review*, Communication Section. May 10, 2019.

**Logg, J. M.**, Minson, J.A., & Moore, D.A. Do People Trust Algorithms More Than Companies Realize? *Harvard Business Review*, Technology & Operations Section. October 26, 2018.

## INVITED PRESENTATIONS

---

Harvard University, Economics of Science/Science Based Business Initiative Seminar	Postponed
University of Maryland, Social, Decision and Organizational Science	2.3.20
Yale University, Yale School of Business, Marketing Department	9.13.19
University of Southern California, Marshall School of Business, Management & Organization Department	1.23.19
Harvard University, Harvard Business School, Technology Operations & Management Unit	1.7.19
Georgetown University, McDonough School of Business, Management Department	12.19.18
University of California, San Diego, Rady School of Business, Management Department	12.4.18
University of Miami, Miami Business School, Management Department	11.12.18
Harvard University, Harvard Law School, Program on Negotiation	7.17.17
Massachusetts Institute of Technology, Media Lab, Scalable Cooperation Group	5.26.17
Harvard University, Harvard Kennedy School, Behavioral Insights Student Group	2.1.17
University College London, Affective Brain Lab	1.12.17
Harvard University, Harvard Kennedy School, Minson Lab	12.2.16
Harvard University, Harvard Business School, NERD Lab	11.28.16

## INVITED PRESENTATIONS (Cont.)

---

University of California, Los Angeles, Anderson School of Management, Behavioral Seminar	8.9.16
University of Pennsylvania, Wharton School of Business, Operations, Information and Decisions	1.22.16
Carnegie Mellon University, Social and Decision Sciences	1.15.16
Harvard University, Harvard Business School, Negotiation, Organizations & Markets	12.10.15
London School of Economics, Public Policy Group	12.7.15
University of Pennsylvania, Good Judgment Project Lab	5.24.15

## INVITED BRIEFS: PUBLIC SERVICE

---

### **Strategic Multilayer Assessment (SMA)**

*Using Algorithms to Understand the Biases in Your Organization* (Seminar organized by Joint Staff / J-39 Deputy Directorate for Global Operations, associated with Department of Defense) 12.6.19

### **U.S. Senate**

*Committee on Commerce, Science, and Transportation*

Invited to speak on algorithms and bias; information collection for creation of privacy bill 10.18.2019

- Consumer Online Privacy Rights Act (COPRA)
- <https://www.cantwell.senate.gov/imo/media/doc/COPRA%20One-Pager.pdf>
- <https://www.cantwell.senate.gov/imo/media/doc/COPRA%20Bill%20Text.pdf>

## MEDIA COVERAGE

---

<i>Demystifying Organizations Podcast</i> , Interview.	1.2020
<i>Harvard Business Review</i> , Technology Section.	10.16.2016

## TEACHING

---

### **Georgetown University**

*Invited Guest Lecture: Psychology of Big Data, Hiring Algorithms*

MGMT 201: Management and Organizational Behavior 3.23.20

*Invited Guest Lectures (3): Psychology of Big Data, Hiring Algorithms and Robo-Coaching*

MBA Intensive Learning Experience: AI, Talent Analytics and the Future of Work 3.11-12.20

*McDonough School of Business*

MGMT 201: Management and Organizational Behavior Fall 2019

### **Harvard University**

*Extension School*

Created New Course: The Psychology of Big Data for Decision Makers and Managers Spring 2019

- Rating: 4.9/5
- Dean's letter of commendation for distinguished teaching performance

*Invited Guest Lecture: The Psychology of Big Data*

Extension School: MGMT E-6200 10.24.2018

## TEACHING (Cont.)

---

*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: MGMT E-6200 11.15.2017

### Harvard Business School

*Invited Guest Lectures: Data-Driven Decision Making (Theory of Machine)*  
Executive Education Course, Competing on Business Analytics and Big Data 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

---

### 2019 Early Career Award (Society for Experimental Psychology and Cognitive Science)

- Awarded for “most outstanding empirical paper” by an early career scholar as judged by editors of each of the five sections of the Journal of Experimental Psychology.

Top 10% of authors on Social Science Research Network (SSRN by total new downloads 2017-Present)

### Harvard University

Foundations of Human Behavior Initiative Grant (*for Robo-Coaching*) (\$40,000) 2018-2019  
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 (*for Argument Success*) (\$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

## HONORS & AWARDS

---

Haas Behavioral Lab Grant (\$1,500) 2012

### **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

## ORGANIZED SYMPOSIA

---

**Logg, J. M. & Jago, A.** (2017, August). *Algorithms in Organizations: Interactions with (and via) technology*. Symposium 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 at the Academy of Management Conference, Managerial and Organizational Cognition Division & All-Academy Theme (AAT): Opening Governance, Vancouver, Canada.

## CONFERENCE PRESENTATIONS

---

- Special Workshop, 6 invited attendees, *Judgment in Managerial Decision Making* at: Dartmouth College, Tuck School of Business (2020, May, Rescheduled).
- Special Workshop, 12 invited attendees, *Consumer Interaction with the Smart Technologies* jointly organized: Wharton Risk Management and Decision Processes Center and George Washington University's Center for the Connected Consumer (2020, April, Rescheduled).
- Invited Discussant, *Technology-Assisted Consumer Financial Decision Making Session* at: Conference on Consumer Financial Decision Making. Boulder, CO. (2019, May).

### **Algorithm Appreciation: People prefer algorithmic to human judgment (Logg, Minson, & Moore)**

- Technology, Mind, and Society, Hosted by the American Psychological Association (APA). Washington, D.C. (2019, October).
- Academy of Management (AOM), Boston, MA. (2019, August).
- Invited Talk at: Conference on The Intelligence of Things. Washington, D.C. (2019, April).
- Society for Judgment and Decision Making (SJDJ). New Orleans, LA. (2018, November).
- Association for Consumer Research (ACR). Dallas, TX. (2018, October).
- Invited Roundtable Discussant, *Trust in the Age of Digital Revolution, Conference Theme Forum*, Session Chairs: Huang, S. & Chen, F. at: Association for Consumer Research (ACR). Dallas, TX. (2018, October).

### **Everybody Argues and Nobody Loses: Overestimation of success as a driver of debate (Logg, Berg, & Minson)**

- Society for Judgment and Decision Making (SJDJ). Montreal, Canada (2019, November).
- Data blitz presented by Minson at: Boston Judgment and Decision Making Day. Boston, MA. (2018, November).
- International Association of Conflict Management (IACM). Philadelphia, PA. (2018, July).

## CONFERENCE PRESENTATIONS (Cont.)

---

### **Theory of Machine: When do people rely on algorithms? (Logg)**

- Society for Consumer Psychology (SCP). Dallas, TX. (2018, February).
- Society for Judgment and Decision Making (SJDM). Vancouver, Canada. (2017, November).
- Behavioral Science & Policy Association (BSPA). New York, NY. (2017, September).
- Academy of Management (AOM). Atlanta, GA. (2017, August).
- Society for Judgment and Decision Making (SJDM) Day, Boston, MA. (2017, April).
- Poster presented at: Society for Personality and Social Psychology (SPSP), San Antonio, TX. (2017, January).

### **Theory of Machine (Cont.)**

- Poster presented at: Society for Judgment and Decision Making (SJDM), Boston, MA. (2016, November).
- Academy of Management (AOM), Anaheim, CA. (2016, August).
- Academy of Management (AOM), Vancouver, Canada. (2015, August).
- Poster presented at: Association for Psychological Science (APS), New York, NY. (2015, May).

### **Is overconfidence a motivated bias? (Logg, Haran, & Moore)**

- Society for Personality and Social Psychology (SPSP), San Diego, CA. (2015, January).
- Society for Judgment and Decision Making (SJDM), Chicago, IL. (2015, November).
- Poster presented at: Association for Psychological Science (APS), New York, NY. (2015, May).
- Poster presented at: Society for Personality and Social Psychology (SPSP), Long Beach, CA. (2015, February).
- Poster presented at: Society for Judgment and Decision Making (SJDM). Pre-Conference to Society for Personality and Social Psychology (SPSP), Long Beach, CA. (2015).
- Poster presented at: Association for Psychological Science (APS), San Francisco, CA. (2014).
- Trans-Atlantic Doctoral Conference (TADC), London, England. (2014).
- Poster presented at: Society for Judgment and Decision Making (SJDM), Minneapolis, MN. (2012).

### **The social contagion of overconfidence. (Cheng, Anderson, Tenney, Brion, Moore, Logg)**

- Talk presented by Cheng at: Society for Personality and Social Psychology. Long Beach, CA. (2015, February).

### **(Too) Optimistic about Optimism: The belief that optimism improves performance. (Tenney, Logg, & Moore)**

- Talk presented by Tenney at: Society for Judgment and Decision Making (SJDM), Toronto, Canada. (2013).
- Talk presented by Tenney at: Symposium: A Hopeful Delusion: Formation and Function of Optimistic Biases, Society of Experimental Social Psychology (SESP), Berkeley, CA. (2013).
- Poster presented at: Society for Personality and Social Psychology (SPSP), New Orleans, LA. (2012).

## CONFERENCE PRESENTATIONS (Cont.)

---

### **Acting for the Greater Good: Identification with group determines choices in sequential social dilemmas. (Arora, Logg, & Larrick)**

- Talk presented by Arora at: Academy of Management (AOM), Philadelphia, PA. (August, 2014).
- Talk presented by Arora at: International Association for Conflict Management (IACM), Leiden, Netherlands. (2014).
- Poster presented at: Society for Personality and Social Psychology (SPSP), San Diego, CA. (2012).
- Talk presented by Arora at: Society for Judgment and Decision Making (SJDM), Seattle, WA. (2011)
- Talk presented by Arora at: International Conference for Social Dilemmas, Amsterdam, The Netherlands. (2011).
- Poster presented at: Society for Judgment and Decision Making (SJDM), St. Louis, MO. (2011).
- Poster presented at: American Association for the Advancement of Science (AAAS), Washington, D.C. (2010).

## PROFESSIONAL SERVICE

---

### **Georgetown University**

Business and Data Analytics Advisory and Curriculum Committee 2019  
*Logg Lab*, mentor RAs, lead weekly meetings (undergraduate students) Summer 2019 – Present

### **Harvard University**

*Logg Lab*, mentor RAs, lead weekly meetings (undergraduate, master's students) 2016 –2019

### **University of California, Berkeley**

*Moore Accuracy Lab*, mentor, co-lead weekly meetings (undergraduate, post-graduate) 2011 – 2016

### **Ad-Hoc Journal Reviewer**

- Academy of Management Journal
- Management Science
- Organizational Behavior and Human Decision Processes
- Social Psychological and Personality Science
- Journal of Experimental Psychology: Applied
- Behavioral Decision Making
- Judgment and Decision Making
- Journal of Marketing (Special Issue: New Technologies)

## 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

Coursework in statistics, Graduate coursework in psychology 2009 - 2010

## 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: March 2019*