

Dan Feiler, Ph.D.

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Updated: May 2025

CURRENT ACADEMIC APPOINTMENT

Dartmouth College, Tuck School of Business

- 2022 - present, Associate Professor with tenure
 - 2022 - present, Faculty Director, Impact Academy for Team USA (USOPC)
- 2018 - 2022, Associate Professor (pre-tenure), Paul E. Raether T'73 Faculty Fellow
- 2014 - 2018, Assistant Professor

PREVIOUS APPOINTMENT

Dartmouth College, Tuck School of Business

- 2012 - 2014, Post-Doctoral Fellow, Visiting Assistant Professor

EDUCATION

Duke University, Fuqua School of Business

Ph.D. in Management & Organizations (2012)
(Mentors: Rick Larrick and Jack Soll)

Carnegie Mellon University

B.S. with highest honors in Economics and Decision Science (2007)
University award for highest achievement in major
(Mentors: George Loewenstein and Jennifer Lerner)

EXPERTISE

Behavioral science, Managerial decision making, Judgment and forecasting, Behavioral decision theory, Negotiations, Cognition, Organizational behavior, Motivation, Behavioral operations management, National Basketball Association (NBA).

PUBLICATIONS

- Lewis, Feiler, & Adner. (2023) The Worst-First Heuristic: How Decision-Makers Manage Conjunctive Risk. *Management Science*, 69(3), 1575-1596.
- Feiler* & Müller-Trede*. (2022) The One that Got Away: Overestimation of Foregone Alternatives as a Hidden Source of Regret. *Psychological Science*, 33(2), 314-324.
- Feiler* & Tong*. (2022) From Noise to Bias: Overconfidence in New Product Forecasting. *Management Science*, 68(6), 4685 - 4702.
- Sah & Feiler. (2020) Conflict of Interest Disclosure with High-Quality Advice: The Disclosure Penalty and the Altruistic Signal. *Psychology, Public Policy, and Law*, 26(1), 88-104.
- Adner* & Feiler*. (2019) Innovation Interdependence and Investment Choices: An Experimental Approach to Decision Making in Ecosystems. *Organization Science*, 30(1), 1-17.
- Tong*, Feiler*, & Ivantsova. (2018) Good Choice, Bad Judgment: How Choice Under Uncertainty Generates Overoptimism. *Psychological Science*, 29(2), 254-265.
Media coverage in *Forbes* (x2).
- Tong*, Feiler*, & Larrick. (2018) A Behavioral Remedy for the Censorship Bias. *Production and Operations Management*, 27(4), 624-643.
- Tong* & Feiler*. (2017) A Behavioral Model of Forecasting: Naive Statistics on Mental Samples. *Management Science*, 63(11), 3609-3627.
- Larrick & Feiler. (2016) Expertise in decision making. In G. Wu (Ed.), *Blackwell Handbook of Judgment and Decision Making*.
- Feiler & Kleinbaum. (2015) Popularity, Similarity, and the Network Extraversion Bias. *Psychological Science*, 26(5), 593-603.
Media coverage in the *Wall Street Journal*, *Fast Company*, *Huffington Post*, and *New York Magazine*, among others.
- Feiler*, Tong*, & Larrick. (2013) Biased Judgment in Censored Environments. *Management Science*, 59(3), 573-591.
- Feiler, Tost, & Grant. (2012) Mixed Reasons, Missed Givings: The Costs of Blending Egoistic and Altruistic Reasons in Donation Requests. *Journal of Experimental Social Psychology*, 48, 1322-1328.

* denotes equal authorship

WORKING PAPERS

- Hagmann & Feiler. The Agent-Selection Dilemma in Distributive Bargaining. Revise-and-Resubmit at *Management Science*.
- Feiler & Tong. Hasty Expectations: Judgment Bias Under Input Uncertainty. Under Review at *Management Science*.

ADDITIONAL PUBLICATIONS

- Larrick & Feiler. (2013). Theory X and Theory Y: HR Strategy. In D. J. Teece & M. Augier (Eds.), *The Palgrave Encyclopedia of Strategic Management*. Palgrave MacMillan: New York.
- Feiler & Soll. (2010) A Blind Spot in Driving Decisions: How Neglecting Costs Puts Us in Overdrive. *Climatic Change*, 98: 285-290.

INVITED SEMINARS, VISITS, AND CONFERENCE PRESENTATIONS

Invited Seminars and Visits

- Data Colada, Multi-institutional Seminar series, April 2022
- University of Pennsylvania, The Wharton School (Operations, Information, and Decisions), April 2022
- Georgetown University, McDonough School of Business (Management), April 2022
- University of Arizona, Eller College of Management (Management & Organizations), April 2022
- Hong Kong University of Science & Technology, HKUST Business School (Management), March 2022
- Rice University, Jones School of Business (Organizational Behavior), February 2022
- INSEAD (Decision Science), January 2022
- WashU – St. Louis, Olin Business School (Organizational Behavior), December 2021
- Duke University, Fuqua School of Business (Management & Organizations), November 2021
- Carnegie Mellon University, Tepper School of Business (Organizational Behavior & Theory), October 2021
- Multi-Institutional Seminar series: Experimental Organization Science (Hosted by Professors Puranam, Klingebiel, Knudsen, & Warglien), May 2021
- Stanford University, GSB (Organizational Behavior), May 2021
- Yale University, SOM (Yale-Ipsos Marketing), October 2020
- Harvard University, HBS (Negotiations, Organizations, & Markets), February 2020
- Indiana University, Kelley School of Business (Operations Management), June 2019
- Cornell University, Johnson School of Management (Management & Organizations) and ILR School (Organizational Behavior), May 2019
- Harvard University, HKS, Behavioral Science paper workshop, April 2019
- Harvard University, HBS, Visiting Scholar with Negotiations, Organizations and Markets

group, April 2019

- University of California – San Diego, Rady School of Business (Behavioral Decision Research seminar), March 2019
- University of Virginia, Darden School of Business (Quantitative Analysis), January 2019
- UCLA, Anderson School of Management (Behavioral Decision Making seminar series), November 2018
- University of Pennsylvania, Wharton School, Visiting Scholar with Operations, Information, and Decisions, April 2018
- Pennsylvania State University, Smeal College of Business (Joint invitation: Management and Organizations; Economics, Management, and Auctions), April 2018
- Brown University, Cognitive, Linguistic & Psychological Sciences Department (Social Psychology), December 2017
- Harvard University, Harvard Kennedy School (CORRAL seminar), October 2017
- University of Pennsylvania, Wharton School (Decision Processes seminar), March 2015
- Temple University, Fox School of Business (Human Resources), March 2015
- Dartmouth College, Tuck School of Business (Strategy and Management), January 2012

Peer-reviewed conference presentations accepted to the following meetings

- Society for Judgment and Decision Making
- Behavioral Decision Research in Management
- Academy of Management Conference
- INFORMS Conference
- IACM Conference
- Experimental Organization Science
- The Carnegie School of Organizational Learning Conference
- Society for Personality and Social Psychology
- Boston Judgment and Decision Making Conference
- Advances in Decision Analysis
- Decision Making Symposium

PROFESSIONAL AFFILIATIONS

Society for Judgment and Decision Making
INFORMS
Academy of Management

SERVICE

Senior Editor

- 2023-ongoing, *Organization Science*

Associate Editor

- 2024-ongoing, *Management Science*

Reviewer

- *Proceedings of the National Academy of Sciences*
- *Management Science* (three different departments)
- *Organization Science*

- *Strategic Management Journal*
- *Organizational Behavior and Human Decision Processes*
- *Manufacturing and Service Operations Management*
- *Journal of Experimental Social Psychology*
- *Strategy Science*
- *Personality and Social Psychology Bulletin*
- *Academy of Management Conference*
- *Society for Judgment and Decision Making Conference*

Conference organizing

- Chair of Program Committee, Society for Judgment and Decision Making (SJDM) Conference, 2022, San Diego.
- Program Committee, Society for Judgment and Decision Making (SJDM) Conference, 2021, Virtual.
- Co-organized, Society for Judgment and Decision Making (SJDM) Conference, 2020, Virtual
- Co-organized the New England Managerial Decision Making Symposium, June 2021, Boston.
- Organized the Tuck Managerial Judgment and Decision Making Conference, 2019

Faculty Director

- 2023-present, Executive Education, *U.S. Olympic and Paralympic Committee (USOPC)*