

SEAN FATH

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POSITIONS

2020 Cornell University, ILR School
Assistant Professor of Organizational Behavior

EDUCATION

2020 Duke University, Fuqua School of Business
Ph.D. Management & Organizations

2011 DePaul University
B.A. Psychology

RESEARCH INTERESTS

- Managerial decision making
- Bias reduction in social evaluations
- Perceptions of social and organizational hierarchy

PUBLICATIONS (* Equal authorship; † Student at project outset)

1. **Fath, S.**, Larrick, R. P., & Soll, J. B. (Forthcoming). Encouraging self-blinding in hiring. *Behavioral Science and Policy*.
❖ Data and materials available at osf.io/2vthn
2. **Fath, S.**, Larrick, R. P., & Soll, J. B. (2022). Blinding curiosity: Exploring preferences for “blinding” one’s own judgment. *Organizational Behavior and Human Decision Processes*, 170, 104135.
❖ Data, materials, and pre-registration info available at osf.io/6d7ce/
❖ Selected to be published in abbreviated form in *Management Insights* (2022)
3. **Fath, S.***, Ma, A.*, & Rosette, A. S. (2022). Self-views of disadvantage and success impact perceptions of privilege among White men. *Organizational Behavior and Human Decision Processes*, 169, 104114.
❖ Data, materials, and pre-registration info available at osf.io/v2mgq
4. Matusik, J. G., Mitchell, R. L., Hays, N. A., **Fath, S.**, & Hollenbeck, J. R. (2021). The highs and lows of hierarchy in multiteam systems. *Academy of Management Journal*.
❖ Data and materials available at osf.io/f3mhu
5. **Fath, S.**, Larrick, R. P., Soll, J. B., & Zhu, S. (2021). Why putting on blinders can help us see more clearly. *MIT Sloan Management Review*, 62(4), 38-45.

6. Proudfoot, D. & **Fath, S.** (2021). Signaling creative genius: How perceived social connectedness influences judgments of creative potential. *Personality and Social Psychology Bulletin*, 47(4), 580-592.
❖ Data, materials, and pre-registration info available at osf.io/xun26
7. **Fath, S.** & Kay, A. C. (2018). “If hierarchical, then corrupt”: Exploring people’s tendency to associate hierarchy with corruption in organizations. *Organizational Behavior and Human Decision Processes*, 149, 145-164.
❖ Data and materials available at osf.io/pe4na
8. **Fath, S.**, Proudfoot, D., & Kay, A. C. (2017). Effective to a fault: Organizational structure predicts attitudes toward minority organizations. *Journal of Experimental Social Psychology*, 73, 290-297.
❖ Data and materials available at osf.io/gdtpm
9. Crum, A. J., Akinola, M., Martin, A., & **Fath, S.** (2017). The role of stress mindset in shaping cognitive, emotional, and physiological responses to challenging and threatening stress. *Anxiety, Stress, & Coping* 30(4), 379-395.

WORKING PAPERS

10. Bae, S.[‡] & **Fath, S.** Social dominance orientation and preference for hierarchy in organizations. (*Working Paper*)
11. **Fath, S.** & Zhu, S. Stakeholder perceptions of blind hiring policies. (*Working Paper*)
12. **Fath, S.**, Kay, A. C., & Jost, J. T. Business as usual? Why hierarchical organizations inspire confidence. (*Working Paper*)

SELECT RESEARCH IN PROGRESS

Fath, S., Larrick, R. P. & Soll, J. B. Information sequencing preferences. (*Data Collection*)

Fath, S. Believing more information is always better. (*Data Collection*)

Darby, C.[‡] & **Fath, S.** Perceptions of racial equity commitments (*Data Collection*)

Schlund, R.[‡], Proudfoot, D., & **Fath, S.** Social class and endorsement of positive gender stereotypes (*Data Collection*)

Fath, S. & Proudfoot, D. Self-labeling opportunities (*Data Collection*)

SYMPOSIA AND PANELS

How to start and when to stop: Collaboration in Academia. (April 2022). Panel discussion held at the *Annual Society for Industrial and Organizational Psychology Meeting*, Seattle, Washington.

- ❖ Invited panel discussant

Antecedents to inequality: Exploring links between ideology and maintenance of social hierarchy. (August 2016). Symposium presented at the *Annual Academy of Management Meeting*, Anaheim, California.

- ❖ Selected as a Showcase Symposium
- ❖ Symposium organizer and chair

CONFERENCE PRESENTATIONS

Bae, S. & **Fath, S.** (August 2022). Social dominance orientation and preference for hierarchy in organizations. Talk to be presented at the *Annual Academy of Management Meeting*, Seattle, Washington.

- ❖ Presented by co-author

Bae, S. & **Fath, S.** (February 2022). Social dominance orientation and preference for hierarchy in organizations. Poster presented at the *Annual Meeting for the Society for Personality and Social Psychology*, San Francisco, California.

Schlund, R., Proudfoot, D., & **Fath, S.** (February 2022). Social class and endorsement of positive gender stereotypes. Poster presented at the *Annual Meeting for the Society for Personality and Social Psychology*, San Francisco, California.

Fath, S., Ma, A., & Rosette, A. S. (August 2020). Self-views of disadvantage and success impact perceptions of privilege among White men. Talk presented at virtual *Annual Academy of Management Meeting*

- ❖ Presented by co-author
- ❖ Selected for OB Division Rapid Research Plenary on Racial Inequality

Fath, S., Larrick, R. P., & Soll, J. B. (August 2020). Blinding curiosity: Exploring preferences for “blinding” one’s own judgment. Talk accepted for virtual *Annual Academy of Management Meeting*

Matusik, J. G., Mitchell, R. L., Hays, N. A., **Fath, S.**, & Hollenbeck, J. R. (August 2020). The highs and lows of hierarchy in multiteam systems. Talk accepted for virtual *Annual Academy of Management Meeting*

Fath, S., Larrick, R. P., & Soll, J. B. (November 2019). Blinding curiosity: Exploring preferences for “blinding” one’s own judgment. Talk presented at the *Annual Society for Judgment and Decision Making Meeting*, Montreal, Canada.

- ❖ Presented by co-author

Fath, S., Ma, A., & Rosette, A. S. (August 2019). Self-views of disadvantage and success impact perceptions of privilege among White men. Talk presented at the *Annual Academy of Management Meeting*, Boston, Massachusetts.

Fath, S., Larrick, R. P., & Soll, J. B. (November 2018). Blinding curiosity: Exploring preferences for “blinding” one’s own judgment. Poster presented at the *Annual Society for Judgment and Decision Making Meeting*, New Orleans, Louisiana.

Fath, S., Larrick, R. P., & Soll, J. B. (August 2018). Blinding curiosity: Exploring preferences for “blinding” one’s own judgment. Talk presented at the *Annual Academy of Management Meeting*, Chicago, Illinois.

Fath, S., Larrick, R. P., & Soll, J. B. (March 2018). Blinding curiosity: Exploring preferences for “blinding” one’s own judgment. Poster presented at the *Annual Meeting for the Society for Personality and Social Psychology*, Atlanta, Georgia.

- Fath, S. & Kay, A. C.** (August 2017). Exploring the effect of perceived normalcy on the endorsement of hierarchy. Talk presented at the *Annual Academy of Management Meeting*, Atlanta, Georgia.
- Fath, S., Proudfoot, D., & Kay, A. C.** (April 2017). Effective to a fault: Organizational structure predicts attitudes towards minority organizations. Talk presented at the *Carolina Research in Social and Personality Psychology Conference*, Durham, North Carolina.
- Fath, S. & Kay, A. C.** (January 2017). On the self-reinforcing nature of hierarchy: Exploring the effects of perceived normalcy on the endorsement of hierarchy. Poster presented at the *Annual Meeting for the Society for Personality and Social Psychology*, San Antonio, Texas.
- Fath, S., Proudfoot, D., & Kay, A. C.** (August 2016). Effective to a fault: Organizational structure predicts attitudes towards minority organizations. Talk presented at the *Annual Academy of Management Meeting*, Anaheim, California.
- Fath, S., Proudfoot, D., & Kay, A. C.** (January 2016). Effective to a fault: Organizational structure predicts attitudes towards minority organizations. Talk presented at the *Annual Meeting for the Society for Personality and Social Psychology*, San Diego, California.
- Fath, S. & Kay, A. C.** (January 2016). Effects of hierarchical structure on system confidence and justification. Poster presented at the *Annual Meeting for the Society for Personality and Social Psychology*, San Diego, California.

TEACHING

Course Instructor

ILR School, Cornell University

Understanding and Improving Decision Making, Undergraduate

Understanding and Improving Decision Making, MILR

Judgment and Decision Making, Ph.D.

eCornell, Cornell University

Building Diverse Candidate Pools, eCornell Online Certificate

Adopting Inclusive Selection Practices, eCornell Online Certificate

Establishing Inclusive Employee Integration Processes, eCornell Online Certificate

Executive Education & Advising

Cornell Center for Advanced Human Resource Studies, Cornell University

Addressing Bias in Internal and External Hiring, CAHRS Working Group, 2021

Addressing Bias in Internal and External Hiring, CAHRS Webcast, 2021

HONORS & AWARDS

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| Cornell Center for Social Sciences research grant (PI: \$11,900), <i>Testing interventions to encourage self-blinding</i> , Cornell University | 2020 |
| Selected for AOM Best Paper Proceedings (top 10% of accepted papers) | 2020 |

INVITED TALKS

Cornell University, Behavioral Economics and Decision Research Showcase (2021)

Cornell University, ILR School, Dean's Advisory Council (2021)

Cornell University, ILR School (2019)

Emory University, Goizueta Business School (2019)

University of Illinois Urbana-Champaign, Gies College of Business (2019)

PROFESSIONAL SERVICE

Cornell University Service

Grant Reviewer, Cornell Center for Social Sciences (2020)

Ad Hoc Reviewer

Organizational Behavior and Human Decision Processes

Journal of Personality and Social Psychology

Journal of Experimental Social Psychology

Academy of Management Review

Academy of Management Annual Meeting

ACADEMIC ADVISING

PhD Advising

Chadé Darby, Cornell University, ILR, PhD Expected 2026

Master's Thesis Committee Member (Chair noted in parentheses)

Kimberly Williamson, Cornell University, Information Science (Kizilcec)

Archer Pan, Cornell University, Johnson College of Business (Thomas)

Undergraduate Advising

Jackson Stone, Cornell University, ILR, Credit Internship

Michelle Yang, Cornell University, ILR, Honors Thesis Second Reader

WORK EXPERIENCE

Northwestern University, Kellogg School of Management 2011 – 2012
Research Assistant to Dr. Adam Galinsky

Columbia University, Columbia Business School 2012 – 2014
Research Coordinator for Dr. Adam Galinsky

PROFESSIONAL AFFILIATIONS

Academy of Management 2015 –

Society for Personality and Social Psychology 2015 –

Society for Judgment and Decision Making 2018 –

Society for Human Resource Management 2018 –