

# AMIT KUMAR

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## *Current Position*

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2015- **THE UNIVERSITY OF CHICAGO, BOOTH SCHOOL OF BUSINESS, CHICAGO, IL**  
Center for Decision Research  
*Postdoctoral Research Fellow*

## *Education*

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2010-2015 **CORNELL UNIVERSITY, ITHACA, NY**  
*Ph.D.* in Social and Personality Psychology  
Dissertation: "From Looking Backward to Looking Forward: On Consuming the Anticipation of Experiential and Material Purchases"  
Committee Chair: Tom Gilovich  
Committee Members: Melissa Ferguson and Dave Dunning

2004-2008 **HARVARD UNIVERSITY, CAMBRIDGE, MA**  
*A.B. Magna Cum Laude* with Highest Honors in Psychology (Secondary Field: Economics)  
Honors Thesis: "The Impact of Outcome Valence on Perceived Duration"  
Advisor: Dan Gilbert  
Reader: Max Bazerman

## *Honors and Awards*

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2017 University of Chicago Center for Decision Research Independent Research Grant (\$3000)  
2016 Society for Experimental Social Psychology Dissertation Award Finalist  
2011-2015 National Science Foundation Pre-Doctoral Fellow (\$96,000 + tuition supplement)  
2014 Cornell University Travel Grant (\$675)  
2014 Cornell University John S. Knight Fellowship (\$11,735)  
2014 Judgment and Decision-Making SPSP Pre-Conference Travel Award (\$200)  
2014 Cornell University Travel Grant (\$440)  
2013 Fellow, Summer Institute in Social and Personality Psychology  
2013 Summer Institute in Social and Personality Psychology Travel Award (\$300)  
2013 Society for Personality and Social Psychology Graduate Student Travel Award (\$500)  
2013 Judgment and Decision-Making SPSP Pre-Conference Travel Award (\$200)  
2013 Cornell University Travel Grant (\$390)  
2012 Cornell University Travel Grant (\$440)  
2011 Cornell Psychology Department Small Research Grant (\$500)  
2008 Phi Beta Kappa, Harvard University  
2008 Harvard Psychology Department Faculty Prize for distinguished theses  
2007 Summer Fellow, Harvard College Research Program  
2007 Harvard College Research Program Grant (\$1600)  
2006 Harvard College Scholar (top 10% academic performance in class)

## *Previous Employment*

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2008-2010 NERA Economic Consulting, New York, NY  
Securities and Finance Division  
*Research Associate* (2008-2009), *Associate Analyst* (2009-2010)

- 2007 Harvard Business School, Boston, MA  
*Research Associate*  
Advisors: Mike Norton and Carey Morewedge
- 2005-2007 Harvard Psychology Department, Cambridge, MA  
*Research Assistant*  
Advisors: Dan Gilbert and Max Bazerman
- 2006 Dexia Credit Local, NY Branch, New York, NY  
Legal and Tax Division  
Treasury and Financial Markets Division  
*Intern*
- 2005 Columbia Business School, New York, NY  
*Research Assistant*  
Advisors: Sheena Iyengar and Michael Morris
- 2004 Random House Publishing, Inc., New York, NY  
*Intern*

### ***Publications***

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Walker, J. T., Kumar, A. & Gilovich, T. (2016). Cultivating gratitude and giving through experiential consumption. *Emotion, 16*(8), 1126-1136.

Kumar, A. & Gilovich, T. (2016). To do or to have, now or later? The preferred consumption profiles of material and experiential purchases. *Journal of Consumer Psychology, 26*(2), 169-178.

Kumar, A. & Gilovich, T. (2015). Some “thing” to talk about? Differential story utility from experiential and material purchases. *Personality and Social Psychology Bulletin, 41*(10), 1320-1331.

Gilovich, T. & Kumar, A. (2015). We’ll always have Paris: The hedonic payoff from experiential and material investments. In M. Zanna and J. Olson (Eds.), *Advances in Experimental Social Psychology, Vol. 51* (pp. 147-187). New York: Elsevier.

Gilovich, T., Kumar, A. & Jampol, L. (2015). A wonderful life: Experiential consumption and the pursuit of happiness. *Journal of Consumer Psychology, 25*(1), 152-165.

Gilovich, T., Kumar, A. & Jampol, L. (2015). The beach, the bikini, and the best buy: Replies to Dunn and Weidman, and to Schmitt, Brakus, and Zarantonello. *Journal of Consumer Psychology, 25*(1), 179-184.

Kumar, A., Killingsworth, M. A. & Gilovich, T. (2014). Waiting for merlot: Anticipatory consumption of experiential and material purchases. *Psychological Science, 25*(10), 1924-1931.

### ***Manuscripts in Preparation***

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Kumar, A. & Epley, N. (2017). *Under-Valuing Gratitude: Expressors Misunderstand the Consequences of Showing Appreciation*. Manuscript in preparation.

Kumar, A., Killingsworth, M. A. & Gilovich, T. (2017). *Spending on Doing Promotes More Moment-to-Moment Happiness than Spending on Having*. Manuscript in preparation.

Kumar, A., Mann, T. C. & Gilovich, T. (2017). *The Aptly Buried "I" in Experience: Experiential Purchases Foster Social Connection*. Manuscript in preparation.

### ***Selected Work in Progress***

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Kumar, A. & Epley, N. *A Little Good Goes a Long(er) Way (Than You Expect): Differential Construals of Random Acts of Kindness by Performers and Recipients*.

Kumar, A. & Epley, N. *Making Others Seem Friendlier by Being Friendly Yourself*.

Kumar, A. & Epley, N. *Nice to Hear from You: Talking Facilitates Feelings of Connectedness More than Text-Based Communication*.

Kumar, A., Ferguson, M. J. & Gilovich, T. *Out of Sight, Out of Mind, No Longer Mine: The Impact of Distance Manipulations on the Endowment Effect*.

Kumar, A. & Fishbach, A. *Inspiration as Motivation*.

Kumar, A. & Fishbach, A. *When and Why Consumers Choose Unique Experiences*.

Kumar, A. & Gilovich, T. *Distance Makes the Mind Work Harder: When Decisions Are Difficult at a Distance*.

Kumar, A. & Gilovich, T. *Do Losses Really "Loom Larger" than Gains? Loss Aversion Isn't Just in the Mind; It's in the Eyes, Too*.

Kumar, A. & Gilovich, T. *The Surprising Sociality of Experiential Consumption*.

Kumar, A., Kardas, M. & Epley, N. *Let it Go: Mispredicting the Consequences of Revealing Secrets*.

### ***Chaired Symposia***

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Kumar, A. & Gilovich, T. (2015, February). *Happy Money 2.0: New Insights into the Relationship between Money and Well-Being*. Symposium presented at the Society for Personality and Social Psychology Annual Meeting, Long Beach, CA. (Speakers: Amit Kumar, Jordi Quoidbach, Noah Goldstein, Mike Norton)

Kumar, A. & Gilovich, T. (2014, February). *Let's Get Connected: New and Untapped Routes to Social Connection*. Symposium presented at the Society for Personality and Social Psychology Annual Meeting, Austin, TX. (Speakers: Amit Kumar, Tanya Chartrand, Nick Epley, Lalin Anik)

Kumar, A. & Gilovich, T. (2013, January). *On Doing and Having: 10 Years of Answers to "The Question" of Experiential versus Material Consumption*. Symposium presented at the Society for Personality and Social Psychology Annual Meeting, New Orleans, LA. (Speakers: Amit Kumar, Travis Carter, Peter Caprariello, Ryan Howell)

## ***Conference Oral Presentations***

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Kumar, A., Walker, J. T., & Gilovich, T. (2017, February). *Cultivating Gratitude and Giving Through Experiential Consumption*. Paper presented at the Society for Consumer Psychology Annual Meeting, San Francisco, CA.

Kumar, A., Walker, J. T., & Gilovich, T. (2017, January). *Cultivating Gratitude and Giving Through Experiential Consumption*. Paper presented at the Society for Personality and Social Psychology Annual Meeting, San Antonio, TX.

Kumar, A., Walker, J. T., & Gilovich, T. (2016, October). *Cultivating Gratitude and Giving Through Experiential Consumption*. Paper presented at the Association for Consumer Research Annual Meeting, Berlin, DE.

Kumar, A., Walker, J. T., & Gilovich, T. (2016, June). *Cultivating Gratitude and Giving Through Experiential Consumption*. Paper presented at the Behavioral Decision Research in Management Conference, Toronto, ON.

Kumar, A., Killingsworth, M. A., & Gilovich, T. (2016, January). *Spending on Doing, Not Having, Promotes Moment-to-Moment Happiness*. Paper presented at the Society for Personality and Social Psychology Annual Meeting, San Diego, CA.

Kumar, A. & Gilovich, T. (2015, October). *To Do or To Have, Now or Later? The Preferred Consumption Profiles of Material and Experiential Purchases*. Paper presented at the Association for Consumer Research Annual Meeting, New Orleans, LA.

Kumar, A., Killingsworth, M. A. & Gilovich, T. (2015, February). *Waiting for Merlot: Anticipatory Consumption of Experiential and Material Purchases*. Paper presented at the Society for Personality and Social Psychology Annual Meeting, Long Beach, CA.

Kumar, A., Killingsworth, M. A. & Gilovich, T. (2014, November). *Waiting for Merlot: Anticipatory Consumption of Experiential and Material Purchases*. Paper presented at the Society for Judgment and Decision-Making Annual Conference, Long Beach, CA.

Kumar, A., Mann, T. C. & Gilovich, T. (2014, October). *Questioning the "I" in Experience: Experiential Purchases Foster Social Connection*. Paper presented at the Association for Consumer Research Annual Meeting, Baltimore, MD.

Kumar, A., Killingsworth, M. A. & Gilovich, T. (2014, July). *Waiting for Merlot: Anticipatory Consumption of Experiential and Material Purchases*. Paper presented at the Judgment and Decision-Making Pre-Conference at the European Association of Social Psychology General Meeting, Amsterdam, NL.

Kumar, A., Mann, T. C. & Gilovich, T. (2014, March). *Questioning the "I" in Experience: Experiential Purchases Foster Social Connection*. Paper presented at the Society for Consumer Psychology Annual Meeting, Miami, FL.

Kumar, A., Mann, T. C. & Gilovich, T. (2014, February). *Questioning the “I” in Experience: Experiential Purchases Foster Social Connection*. Paper presented at the Society for Personality and Social Psychology Annual Meeting, Austin, TX.

Kumar, A. & Gilovich, T. (2014, February). *Do Losses Really “Loom Larger” than Gains? Loss Aversion Isn’t Just in the Mind; It’s in the Eyes, Too*. Paper presented at the Judgment and Decision-Making Pre-Conference at the Society for Personality and Social Psychology Annual Meeting, Austin, TX.

Kumar, A., Mann, T. C. & Gilovich, T. (2013, November). *Questioning the “I” in Experience: Experiential Purchases Foster Social Connection*. Paper presented at the Society for Judgment and Decision-Making Annual Conference, Toronto, ON.

Kumar, A. & Gilovich, T. (2013, October). *Talking About What You Did and What You Have: The Differential Story Utility of Experiential and Material Purchases*. Paper presented at the Association for Consumer Research Annual Conference, Chicago, IL.

Kumar, A. & Gilovich, T. (2013, January). *We’ll Always Have Paris: Differential Story Utility from Experiential and Material Purchases*. Paper presented at the Society for Personality and Social Psychology Annual Meeting, New Orleans, LA.

Kumar, A. & Gilovich, T. (2012, June). *We’ll Always Have Paris: Story Utility for Experiential (But Not Material) Purchases*. Paper presented at the Behavioral Decision Research in Management Conference, Boulder, CO.

### ***Conference Poster Presentations***

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Walker, J. T., Kumar, A. & Gilovich, T. (2016, January). *Fostering Gratitude and Giving through Experiential Consumption*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, San Diego, CA.

Walker, J. T., Kumar, A. & Gilovich, T. (2015, November). *Fostering Gratitude and Giving through Experiential Consumption*. Poster presented at the Society for Judgment and Decision-Making Annual Conference, Chicago, IL.

Kumar, A., Killingsworth, M. A. & Gilovich, T. (2014, July). *Waiting for Merlot: Anticipatory Consumption of Experiential and Material Purchases*. Poster presented at the European Association of Social Psychology General Meeting, Amsterdam, NL.

Kumar, A. & Gilovich, T. (2014, February). *Do Losses Really “Loom Larger” than Gains? Loss Aversion Isn’t Just in the Mind; It’s in the Eyes, Too*. Poster presented at the Judgment and Decision-Making Pre-Conference at the Society for Personality and Social Psychology Annual Meeting, Austin, TX.

Kumar, A., Mann, T. C. & Gilovich, T. (2013, October). *Experiential Purchases Foster Social Connectedness*. Poster presented at the Association for Consumer Research Annual Conference, Chicago, IL.

Kumar, A. & Gilovich, T. (2013, January). *To Do or to Have, Now or Then: Anticipatory Effects for Material and Experiential Purchases*. Poster presented at the Judgment and Decision-Making Pre-Conference at the Society for Personality and Social Psychology Annual Meeting, New Orleans, LA.

Kumar, A. & Gilovich, T. (2012, November). *Do Losses Really “Loom Larger” than Gains? Loss Aversion isn’t Just in the Mind; It’s in the Eyes, Too*. Poster presented at the Society for Judgment and Decision-Making Annual Conference, Minneapolis, MN.

Kumar, A. & Gilovich, T. (2012, January). *We’ll Always Have Paris: Talking about Experiences and Possessions*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, San Antonio, TX.

### ***Invited Talks***

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|      |   |
|------|---|
| 2017 | Indiana University, Kelley School of Business             |
| 2017 | University of Texas at Austin, McCombs School of Business |
| 2016 | University of Chicago, Booth School of Business           |
| 2015 | Harvard University, Department of Psychology              |
| 2015 | University of Chicago, Booth School of Business           |
| 2014 | Yale University, Human Cooperation Laboratory             |
| 2014 | Virginia Tech, Pamplin College of Business                |
| 2014 | Duke University, Fuqua School of Business                 |
| 2014 | University of Utah, David Eccles School of Business       |
| 2014 | Cornell University, Department of Psychology              |
| 2013 | Cornell University, Graduate School of Arts and Sciences  |
| 2012 | Cornell University, Department of Psychology              |
| 2011 | Cornell University, Department of Psychology              |

### ***Teaching Experience***

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| 2017 | Designing a Good Life, <i>Teaching Assistant</i> (Professor: Nicholas Epley)               |
| 2016 | Designing a Good Life, <i>Teaching Assistant</i> (Professor: Nicholas Epley)               |
| 2014 | Writing in the Majors: Introductory Social Psychology, <i>Instructor</i>                   |
| 2014 | Introduction to Social Psychology, <i>Teaching Assistant</i> (Professor: Thomas Gilovich)  |
| 2013 | The Science of Happiness, <i>Instructor</i>  |
| 2013 | Introduction to Psychology, <i>Teaching Assistant</i> (Professor: David Pizarro)           |
| 2011 | The Individual in the Social World, <i>Discussion Seminar Instructor</i>                   |
| 2011 | The Individual in the Social World, <i>Teaching Assistant</i> (Professor: Thomas Gilovich) |
| 2011 | Introduction to Social Psychology, <i>Guest Lecturer</i>                                   |
| 2011 | Introduction to Social Psychology, <i>Teaching Assistant</i> (Professor: Thomas Gilovich)  |
| 2010 | Statistics and Research Design, <i>Teaching Assistant</i> (Professor: Thomas Cleland)      |

### ***Teaching Evaluations***

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Writing in the Majors: Introductory Social Psychology (Spring 2014)

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|---|---------|
| To what extent did the instructor seem well-prepared for each class?                  | 4.6 / 5 |
| How well did the instructor explain course-related material?                          | 4.7 / 5 |
| To what extent was the instructor able to generate excitement for the subject matter? | 4.3 / 5 |
| Please rate the overall quality of your instructor.                                   | 4.7 / 5 |
| Please rate your enjoyment of the course.   | 4.7 / 5 |

## The Science of Happiness (Fall 2013)

|   |         |
|---|---------|
| To what extent did the instructor seem well-prepared for each class?                  | 4.6 / 5 |
| How well did the instructor explain course-related material?                          | 4.5 / 5 |
| To what extent was the instructor able to generate excitement for the subject matter? | 4.0 / 5 |
| Please rate the overall quality of your instructor.                                   | 4.4 / 5 |
| Please rate your enjoyment of the course.   | 4.3 / 5 |

## The Individual in the Social World (Summer 2011)

|   |         |
|---|---------|
| To what extent did the instructor seem well-prepared for each class?                  | 4.9 / 5 |
| How well did the instructor explain course-related material?                          | 5.0 / 5 |
| To what extent was the instructor able to generate excitement for the subject matter? | 4.6 / 5 |
| Please rate the overall quality of your instructor.                                   | 4.8 / 5 |
| Please rate your enjoyment of the course.   | 4.5 / 5 |

## ***Professional Affiliations***

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American Marketing Association (AMA)  
American Psychological Association (APA)  
Association for Consumer Research (ACR)  
Association for Psychological Science (APS)  
European Association of Social Psychology (EASP)  
Phi Beta Kappa  
Psi Chi  
Society for Consumer Psychology (SCP)  
Society for Judgment and Decision-Making (SJDJ)  
Society for Personality and Social Psychology (SPSP)

## ***Service***

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Ad hoc Reviewer, *British Journal of Social Psychology; Emotion; European Journal of Marketing; International Journal of Research in Marketing; Journal of Consumer Behaviour; Journal of Consumer Culture; Journal of Consumer Psychology; Journal of Consumer Research; Journal of Experimental Social Psychology; Journal of Marketing Research; Journal of Public Policy and Marketing; Marketing Letters; Personality and Social Psychology Bulletin; Psychological Science; Psychonomic Bulletin & Review; Social and Personality Psychology Compass; Social Psychological and Personality Science*

Reviewer, Society for Consumer Psychology Conference submissions  
Graduate Liaison, Cornell University Psychology Department Faculty Search Committee  
Coordinator, Cornell University Psychology Department Graduate Student Recruitment  
Graduate Mentor and Honors Thesis Advisor, Cornell University Psychology Department  
Graduate Student Affiliate, Cornell Institute for Social Sciences  
Committee on Undergraduate Instruction, Harvard University Psychology Department  
Peer Academic Advisor, Harvard University Psychology Department

## ***Media Coverage***

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AARP; ABC News; Adnkronos (Italy); A Better Life with Dr. Sanjay Gupta; A Las Siete (Argentina); Alaska Dispatch News; Albuquerque Journal; Ani News (India); The Arbitrator; The Asian Age; AskMen; The Atlantic; Australian Financial Review; The Baltimore Sun; Big News Network; Big Think; Biobio Chile; Booktrib; Boston.com; Brain Blogger; Business 2 Community; Business Insider; Business Standard; Business World; The Californian; CanIndia News; Care2; CBS News; The Cheat Sheet; Chicago Booth Review; Chicago Daily Herald; Chicago Tonight; Chicago Tribune; China News Service; CNN; The Columbian; Communities Digital News; Consumer Affairs; Cornell Chronicle; Cornell Daily Sun; Counsel & Heal; CTV News; Curiosity; D'Marge; Daily Express (UK); Daily Mail; The Daily Nebraskan; Demotivateur (France); De Standaard (Belgium); Deccan Chronicle (India); Delayed Gratification; Diário Da Saúde (Brazil); Digital Journal; Discover Magazine; Doctors Lounge; Dubai Chronicle; The Economic Times; El Paso Herald-Post; Elite Daily; Ellwood City Ledger; El Meridiano de Córdoba (Colombia); El Tiempo; Entrepreneur; Examiner; The Exception; Express Belgium; Fast Company; Financial Express; The Fiscal Times; Forbes; Forskning (Norway); The Free Press Journal; Futurity; GOBankingRates; The Guardian; Haute Living; Házi Patika (Hungary); Health24; Health Canal; Health Magazine; Healthcare Professionals Network; Herald (Ireland); Hindustan Times; HospitalityNet; How Stuff Works; The HR Digest; Huffington Post; India Live Today; India New England News; India Today; India TV News; The Indian Express; Intelligent Investor; International Business Times; Ithaca Journal; Ithaca Voice; Inverse; KGAB Cheyenne; Kiplinger's Personal Finance; KMA Land; L'Obs (France); La Nacion (Argentina); La Repubblica (Italy); LifeHacker; Live Mint; Los Angeles Loyolan; Marcus; Marie Claire; Massage Magazine; Medical Daily; Medical Xpress; Mic; Millionaire Corner; ; Minneapolis Star Tribune; Minn Post; Money; Montgomery Advertiser; Mother Nature Network; Naples Daily News; Naples Herald; New Haven Register; New Kerala; New Scientist; New York Daily News; New York Magazine; New York Post; The New York Times; News.com.au; The News Hub; News Medical; Newsroom America; Newswise; Newsy; The Northwest Indiana Times; NPR; Oeste France; Otago Daily Times; Outside Magazine; Pathfinder (Greece); PBS; Periodista Digital; Perth Now; Politico; PopSugar; PR Week; Psych Central; Quartz; Radio Rebelde (Cuba); RCI Ventures; RCN (Colombia National Radio); Reader's Digest; Real Simple; The Red and Black; RedOrbit; Rexburg Standard Journal; Richmond Times-Dispatch; RT; SBS; Science Codex; Science Daily; ScienceBlog; Science World Report; Scientific American; Seattle Weekly; The Shreveport Times; The Situationist; Slate; SmartCompany; Sopitas (Mexico); South Carolina Now; Southwest: The Magazine; Spartan Up Podcast; SPSP Blog; Star2; StarPulse; Surf KY; Sydney Morning Herald; Syracuse.com; Tasting Table; Te Interesa (Spain); Tech Times; The Telegraph (UK); The Ticker Tape; ThirdAge; Time; The Times of India; The Times of Israel; The Today Show; TogiNet Radio; Toronto Star; Travel and Leisure; Travel Daily News; TreeHugger; UChicago News; Universia (Brazil); University Herald; The University of Alabama Crimson White; U.S. News & World Report; Vogue; Wall Street Journal; Washington Post; Wisconsin Public Radio; Yahoo Finance; Yahoo Health; Yahoo News; Yahoo Travel; Yes Magazine; Yoga Journal; YourTango

## References

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