

MATTHEW J. LUPOLI

University of California, San Diego
Rady School of Management
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EDUCATION

University of California, San Diego Rady School of Management

Ph.D. in Management, Expected April 2018

Sarah Lawrence College

B.A. in Psychology, May 2009

RESEARCH INTERESTS

Prosocial Behavior, Deception, Field Experiments, Moral Judgment, Emotion, Choice
Architecture, Social Norms

PUBLICATIONS

Lupoli, M.J., Oveis, C., Jampol, L.E. (2017). Lying because we care: Compassion increases prosocial lying. *Journal of Experimental Psychology: General*, 146(7), 1026-1042.

WORKING PAPERS

Lupoli, M.J., Levine, E.E., Greenberg, A.E. Paternalistic lies. *Invited for revision at Organizational Behavior and Human Decision Processes*.

Lupoli, M.J., Morvinski, C., Amir, O. Goal proximity, social information, and giving: When norms backfire. *In Preparation. Target Journal: Psychological Science*.

Lupoli, M.J., Levine, E.E., Lie to Me: Judgments of revealed and concealed deception. *In Preparation. Target Journal: Journal of Personality and Social Psychology*.

SELECTED WORK IN PROGRESS

Lupoli, M.J., Zlatev, J., Bates, K. Increasing donations at checkout through request design. *Data collection in progress.*

Zhang, M., **Lupoli, M.J.**, Oveis, C. Too kind to be honest? The effect of perceived compassion on trust. *Data collection in progress.*

Lupoli, M.J., Krishnan, V. Nudging organ donation registrations. *Data collection in progress.*

INVITED TALKS

2014 University of Michigan, Ross School of Business

CONFERENCE TALKS

Lupoli, M. J., Morvinski, C., Amir, O. (2017 August). Goal Proximity, Social Information, and Giving: When Norms Backfire. Paper to be presented at the *77th Annual Meeting of the Academy of Management*, Atlanta, GA.

Lupoli, M. J., Levine, E.E., Greenberg, A.E. (2017 August). Paternalistic Lies. Paper to be presented at the *77th Annual Meeting of the Academy of Management*, Atlanta, GA.

Oveis, C., **Lupoli, M. J.**, Jampol, L. E. (2016 January). Lying because we care: Compassion increases dishonesty for the benefit of others. Paper presented at the *17th Annual Meeting of the Society for Personality and Social Psychology*, San Diego, CA.

Oveis, C., **Lupoli, M. J.**, Jampol, L. E. (2015 April). Lying because we care: Compassion increases dishonesty for the benefit of others. Paper presented at the *Annual Meeting of the Society for Affective Science, Positive Emotions Preconference*, Oakland, CA.

POSTER PRESENTATIONS

Lupoli, M.J., Morvinski, C., Amir, O. (2017 February). Goal Proximity, Social Information, and Giving: When Norms Backfire. Poster Presented at the *18th Annual Meeting of the Society for Personality and Social Psychology*, San Antonio, TX.

Lupoli, M.J., Morvinski, C., Amir, O. (2016 November). Goal Proximity, Social Information, and Giving: When Norms Backfire. Poster Presented at the *37th Annual Society for Judgment and Decision Making Conference*, Boston, MA.

- Lupoli, M.J.**, Oveis, C., Jampol, L.E. (2015 November). Impure Lying Aversion: The Effects of Ambiguity on Judgments of Deception. Poster Presented at the *36th Annual Society for Judgment and Decision Making Conference*, Chicago, IL.
- Lupoli, M.J.**, Oveis, C., Jampol, L.E. (2015 February). Lying Because We Care: Compassion Increases Dishonesty for the Benefit of Others. Poster Presented at the *16th Annual Meeting of the Society for Personality and Social Psychology*, Long Beach, CA.
- Lupoli, M.J.**, Oveis, C., Jampol, L.E. (2014 November). Lying Because We Care: Compassion Increases Dishonesty for the Benefit of Others. Poster Presented at the *35th Annual Society for Judgment and Decision Making Conference*, Long Beach, CA.
- Lupoli, M.J.**, Oveis, C. (2014 February). Power, Prosocial Orientation, and Deception. Poster Presented at the *15th Annual Meeting of the Society for Personality and Social Psychology*, Austin, TX.
- Lupoli, M.J.**, Piff, P.K., Stancato, D.M., Keltner, D. (2012 January). *Nice Cars, Mean Drivers: A Naturalistic Examination of Socioeconomic Status and Behavior on the Road*. Poster Presented at the *13th Annual Meeting of the Society for Personality and Social Psychology*, San Diego, CA.
- Lupoli, M.J.**, Ferguson, K.T. (2009 May). Relationship Satisfaction and Preferences for Altruistic Deception. Poster Presented at the *2009 Sarah Lawrence College Science and Mathematics Poster Session*, Bronxville, NY.
- Lupoli, M.J.**, Gibbons, M., Sariahmed, A., Olson, L. (2007 August). Leptin and Energy Decisions in Coral Reef Fish. Poster Presented at the *2007 Sarah Lawrence College Summer Research Program Colloquium*, Bronxville, NY.

AWARDS AND GRANTS

2012-2017	Rady Academic Year Fellowship
2013-2016	Rady Dean's Fellowship for Summer Research
2008, 2009	Hare Adair Dammann Writing Scholarship

TEACHING EXPERIENCE

University of California, San Diego Rady School of Management

2014-2017	Product Marketing and Management Teaching Assistant (Undergraduate)
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2017	Launchpad Center for Accelerating Success – Bringing Entrepreneurship to High Schools Assistant Instructor (High School)
2013-2016	Global Connect California Marketing and Innovation Assistant Instructor (MBA)
2015	Sales and Sales Management Teaching Assistant (Undergraduate)
2013-2014	Product Promotion and Brand Management Teaching Assistant (Undergraduate)
2013	Personal Ethics at Work Teaching Assistant (Undergraduate)
2012	Organizational Leadership Teaching Assistant (Undergraduate)

MEDIA COVERAGE

2017	Wall Street Journal (Lying because we care) PsyPost (Lying because we care)
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CONSULTING EXPERIENCE

2017	MIT Enterprise Forum San Diego Advised organization on how to retain and grow memberships
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PROFESSIONAL EXPERIENCE

2011-2012	Bay Area Beverage Sold beer and wine to retailers
2009-2011	S.K.I Beer Sold beer and wine to retailers; grew territory from 48 to 113 active buying accounts

RESEARCH POSITIONS HELD

2012 – Present	Rady Behavioral Lab, University of
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California, San Diego Rady School of Management

Ph.D. Student Researcher

- 2011- 2012 **Berkeley Social Interaction Laboratory**
(Lab Director: Dacher Keltner), University of California, Berkeley
Research Assistant
- 2011 **Self, Identity, and Relationships Laboratory**
(Lab Director: Serena Chen), University of California, Berkeley
Research Assistant
- 2011 **Relationships and Social Cognition Laboratory**
(Lab Director: Ozlem Ayduk), University of California, Berkeley
Research Assistant

TECHNICAL SKILLS

- **R Studio:** 5 years experience
- **Qualtrics:** 5+ years experience
- **SPSS:** 3+ years experience
- **MediaLab:** 3+ years experience

REFERENCES

Christopher Oveis, PhD
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University of Chicago
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