Behavioral Insights Group Research Lab

Harvard undergraduates interested in research related to behavioral decision-making, psychology, education, and negotiation may be good candidates for this lab, which takes an interdisciplinary approach that combines psychology and economics methodologies.

The following are examples of research questions we are trying to answer:

- What are the factors and processes involved in unethical decision making, and how can we prevent individuals from making unethical decisions?
- How can we use behavioral science insights to improve educational outcomes in schools, colleges, and MOOCs – especially by engaging family and social influences?
- What are the benefits and consequences of being distracted at work?
- How does the personality of a mediator affect negotiation outcomes?
- What makes leaders effective?
- How do men or women compete against one another?
- How can experts overcome the curse of knowledge?
- How do expertise and non-conscious biases affect decision-making in professional selection and advancement?

RAs will work closely with one of the members of the lab group on one or more research projects.

Supervising Professors: Francesca Gino and Todd Rogers

Duties: RAs may be involved in a wide spectrum of the research process: running participants in the lab or field, coding data, contributing to study designs, designing online survey experiments, conducting literature reviews, analyzing data, and assisting in interpretation of results. Students in this course will work closely with graduate students or others researcher to get a hands-on experience in research and are expected to put in about 10 hours of work per week.

Location: Our research takes place in the CLER Lab, HKS Center for Public Leadership, the Harvard Decision Science Lab, the Psychology department, and sometimes in K-12 schools.

For credit: Positions are offered on a for credit basis (by enrolling in Psychology 2553r: Behavioral Insights Group Seminar).

Experience: There are no prerequisites for the class besides enthusiasm. A background in psychology or economics is preferred but by no means required. Students who have taken Psychology 2553r may take this course again, but the course would not count as additional credit for concentration or secondary field requirements. Please consult with your academic advisor if you have any questions.

To apply, please complete the following application before 5PM Thursday, September 4, 2014: apply here

Please email Ovul Sezer at osezer@hbs.edu if you have any questions.