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Danila (Dan) Medvedev

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EDUCATION

Ph.D. , Behavioral Science University of Chicago Booth School of Business	6/2024 (Expected)
Dissertation Title: Monetary and Psychological Incentives Across Cultures Dissertation Committee: Thomas Talhelm (Chair), Ayelet Fishbach, Joshua C. Jackson, Anuj K. Shah	
M.F.A. , Creative Writing Boston University	12/2017
Leslie Epstein Global Fellow in Fiction	
B.A. , Psychology, <i>magna cum laude</i> , Cornell University	5/2016
Honors Thesis: Real-Time Conflict Resolution in Self-Control Decisions Honors Thesis Advisor: Melissa J. Ferguson Study Abroad: Paris-Sorbonne University (Philosophy)	

RESEARCH INTERESTS

Culture, motivation and incentives, social status, work, norms and values, globalization

PAPERS

PUBLISHED AND FORTHCOMING

- Jackson, J.C. & **Medvedev, D.** “Worldwide Divergence of Values.” *Nature Communications*, 2024. <https://doi.org/10.1038/s41467-024-46581-5>.
- Featured in major media outlets, such as De Standaard (BE), Der Spiegel (DE), Esquire (KZ), Kronen Zeitung (AT), La Vanguardia (ES), Luxemburger Wort (LU), and Newsweek (US).
- Medvedev, D.**, Davenport, D., Talhelm, T., & Li, Y. “The Motivating Effect of Monetary Over Psychological Incentives Is Stronger in WEIRD Cultures.” *Nature Human Behavior*, 2024. doi.org/10.1038/s41562-023-01769-5.
- Nature Research Communities “Behind the Paper” [Blog](#).
 - SPSP “Character & Context” [Blog](#).
- Stillman, P.E., **Medvedev, D.**, & Ferguson, M.J. “Resisting Temptation: Tracking How Self-Control Conflicts Are Successfully Resolved in Real Time.” *Psychological Science*, 2017. doi.org/10.1177/0956797617705386.

REVISE & RESUBMIT

Roy, E., many authors including **Medvedev, D.**, ..., & Axt, J. “A Contest Study to Reduce Discrimination in Social Judgment.” *Journal of Personality and Social Psychology: Attitudes and Social Cognition*, Revise & Resubmit.

UNDER REVIEW AND IN PREPARATION (IN ORDER OF COMPLETENESS)

Talhelm, T., Wei, L., Sun, R., **Medvedev, D.**, ..., and many authors. "Collectivism Isn't What People Think It Is: A Study of 100 Cultures." Under Review.

Medvedev, D. & Talhelm, T. "Time Is Money? Psychological Contracts Shape Work Motivation in Fifty Countries."

Medvedev, D., Geipel, J., Nguyen, Z., Wei, L., & Talhelm, T. "ZOOMing In: Virtual Presence of Others Increases Norm Compliance and (Less So) Prosociality."

Medvedev, D., Jackson, J.C., & Talhelm, T. "Wealth Amplifies National Culture, or Why the Rich Are More Different Worldwide."

Medvedev, D., Liu, Y., & Jackson, J.C. "Liking of Foreign Nations Creates an Illusion of Convergence on Values Reflecting Cultural Identity."

Medvedev, D., Jackson, J.C., & Yam, K.C. "Social Consequences of Conspicuous Consumption in Low- and High-SES Shopping Malls of Chicago and Singapore. A Registered Report."

Talhelm, T., Dong, X., & **Medvedev, D.** "Manspreading in Starbucks: How Do People Across Cultures Use Space?"

Thomas, C.C., **Medvedev, D.**, Patel, G., & Barnhardt, S. "Capabilities-Based Coaching at Scale: Digital Trainings for Ultra-Poor Women in Rural India."

Medvedev, D., Liu, Y., & Jackson, J.C. "National Identity After Receiving Foreign Military Aid."

CONFERENCE AND INVITED TALKS

Behavioral Science and Policy Association, 5/2024 (Virtual)

University of Exeter Business School, University of Exeter, Exeter, UK, 4/2024

Behavioral Brownbag, Booth School of Business, University of Chicago, Chicago, USA, 3/2024

Management Division, Columbia Business School, Columbia University, New York, USA, 2/2024

Dispute Resolution Research Center, Kellogg School of Management, Northwestern University, Evanston, USA, 2/2024

Ronald Inglehart Laboratory for Comparative Social Research, Higher School of Economics, Moscow, Russia, 1/2024 (Virtual)

Sabancı School of Management, Sabancı University, Istanbul, Turkey, 12/2023

Faculty of Philosophy, University of Belgrade, Belgrade, Serbia, 12/2023

Collective Cognition Lab, Department of Psychology, New York University, New York, USA, 11/2023 (Virtual)

Diversity in Management and Organizations, 9/2023 (Virtual)

International Association for Cross-Cultural Psychology, Limerick, Ireland, 8/2023

Asian Association for Social Psychology, Hong Kong, 7/2023 (Virtual)

Association for Psychological Science, Washington, USA, 5/2023

Behavioral Brownbag, Booth School of Business, University of Chicago, Chicago, USA, 5/2023

Betsy Levy Paluck Lab, School of Public and International Affairs, Princeton University, Princeton, USA, 4/2023

International Convention of Psychological Science, Brussels, Belgium, 3/2023 (Virtual)

Society for Personality and Social Psychology, Atlanta, USA, 2/2023

Regional Cultural Differences, Barcelona, Spain, 7/2022

European Conference of Personality, Madrid, Spain, 7/2022

Association for Psychological Science, Chicago, USA, 5/2022

Society for Personality and Social Psychology, San Francisco, USA, 2/2022 (Virtual)

Behavioral Brownbag, Booth School of Business, University of Chicago, Chicago, USA, 5/2020

CHAired SYMPOSIA

“Computational Cultural Psychology: New Approaches to Understanding Cultural Variation.”

Society for Personality and Social Psychology, San Diego, USA, 2/2024

AWARDS

J. Michael Harrison Doctoral Prize (\$2,500), Booth School of Business, University of Chicago, 1/2024; (“recognizes a doctoral student enrolled at Chicago Booth whose research is judged to make the most impactful contribution to theory”)

Culture and Cognition Award, Psychonomics Society, 11/2023 (Refused)

Solidarity Outreach Fund Award, International Association for Cross-Cultural Psychology, 7/2023

International Travel Grant, Center for East Asian Studies, University of Chicago, 5/2023

Travel Award, Regional Cultural Differences Conference, 6/2022

Outstanding Teaching Assistant Award, Execute MBA Program, Booth School of Business, University of Chicago, 6/2022

Thaler/Tversky Research Grant (\$3,000), Center for Decision Research, Booth School of Business, University of Chicago, 1/2020

Einhorn Discovery Grant, Cornell University, 10/2015

German Academic Exchange (DAAD) Summer Grant, Humboldt University of Berlin, 3/2013

TEACHING EXPERIENCE

TEACHING ASSISTANT, UNIVERSITY OF CHICAGO

Organizations and Incentives

Executive MBA Course (London), Professor Michael Gibbs, 4/2024

Culture and Why It Matters

MBA Course (Chicago), Professor Thomas Talhelm, 9/2022–12/2022, 9/2023–12/2023

Marketing Management

Executive MBA Course (London, Hong Kong, and Singapore), Professor Pradeep Chintagunta, 4/2023–6/2023, 3/2022–6/2022

Managing in Organizations

MBA Course (Chicago), Professors Bernd Wittenbrink and Ayelet Fishbach, 4/2023–6/2023, 1/2023–3/2023

Power and Influence

Executive MBA Course (Chicago), Professor Tanya Menon, 7/2022–8/2022

Philosophical Foundations of Public Policy

MPA Course (Chicago), Professor Scott Ashworth, 4/2022–6/2022, 4/2021–6/2021

Strategies and Processes of Negotiation

MBA Course (Chicago), Professors Joshua T. Dean, Joshua C. Jackson, and Thomas Talhelm,
3/2024–5/2024, 1/2021–4/2021, 9/2020–12/2020, 9/2019–12/2019

INSTRUCTOR, BOSTON UNIVERSITY

Introduction to Creative Writing, Undergraduate Course, 6/2018–8/2018

TEACHER, BOSTON ARTS ACADEMY

Literature and Writing, High School Course, 9/2017–12/2017

AD-HOC REVIEWING

Ad-Hoc Reviewer, 5/2022–Present

Journals: *Motivation and Emotion*; *Cross-Cultural Research*; *Current Research in Ecological and Social Psychology*; Conferences: *Society for Personality and Social Psychology*; *Subjective Probability, Utility, and Decision-Making*

WORK AND LAB EXPERIENCE

Yaacov Trope Lab, Visiting Student, New York University, 9/2017–5/2018

Grey Global Group, Trainee, Strategy, 7/2015–9/2015

CB Richard Ellis (CBRE), Intern, Analytics, 6/2015–7/2015

Social Media Lab, Research Assistant, Cornell University, 9/2014–1/2015

DATA COLLECTION AND ANALYSIS TOOLS

R, SPSS, Qualtrics

LANGUAGES

English (fluent), Russian (fluent), French (full working proficiency), Spanish (full working proficiency),
Serbo-Croatian (limited working proficiency), Indonesian (beginner)