

DANIEL WALTERS

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Daniel.WALTERS@insead.edu

ACADEMIC POSITIONS

Assistant Professor of Marketing, INSEAD, Singapore

August 2017 to Present

EDUCATION

UCLA ANDERSON SCHOOL OF MANAGEMENT

Los Angeles, California

PhD

June 2017

Advisor: Craig R. Fox

UCLA ANDERSON SCHOOL OF MANAGEMENT

Los Angeles, California

MBA

June 2011

HEC SCHOOL OF MANAGEMENT

Paris, France

MBA Study Abroad Program

Fall 2010

NEW YORK UNIVERSITY, STERN SCHOOL OF BUSINESS

New York, New York

BS Economics & Mathematics

June 2006

RESEARCH INTERESTS

Consumer Behavior, Consumer Judgment and Decision Making, Investment Behavior, Overconfidence, Intertemporal Choice, Debt Aversion

PUBLICATIONS

1. Tomaino*, Geoffrey, Klaus Wertenbroch, and **Daniel J. Walters**, "Intransitivity of Consumer Preferences for Privacy," *Journal of Marketing Research* (in press).
2. **Walters, Daniel J.**, Gülden Ülkümen, Carsten Erner, Craig R. Fox and David Tannenbaum, "Investment behaviors under epistemic versus aleatory uncertainty," *Management Science* (in press)
3. **Walters, Daniel J.** and Philip M. Fernbach (2021), "Investor memory of past performance is positively biased and predicts overconfidence," *Proceedings of the National Academy of Sciences*, 118 (36).
4. **Walters, Daniel J.** and Hal E. Hershfield (2020), "Consumers make different inferences and choices when product uncertainty is Attributed to forgetting rather than ignorance," *Journal of Consumer Research*, 47 (1), 56-78.
5. Shih, Margaret, Geoff C. Ho, Peter Norlander, **Daniel J. Walters**, & Todd L. Pittinsky (2019), "The role of psychological stigmatization in unemployment discrimination," *Basic and Applied Social Psychology*, 42 (1), 29-49.
6. **Walters, Daniel J.**, Philip M. Fernbach, Craig R. Fox and Steven A. Sloman (2018), "Focusing on unknowns can reduce overconfidence," *Harvard Business Review*, 2018 (May-June), page 24.
7. **Walters, Daniel J.**, Philip M. Fernbach, Craig R. Fox and Steven A. Sloman (2017), "Known unknowns: A critical determinant of confidence and calibration," *Management Science*, 63 (12), 4298-4307.
8. Ho, Geoff C., Margaret Shih and **Daniel J. Walters** (2012). "Labels & leaders: The influence of task framing on leadership emergence," *The Leadership Quarterly*, 23 (5), 943-952. (5.6 IF)

*Ph.D. Student

BOOK CHAPTERS

9. Fox, Craig R., Carsten Erner and **Daniel J. Walters** (2015). "Decision under risk: From the field to the laboratory and back," Chapter 2 of G. Keren and G. Wu (Eds.) *Blackwell Handbook of Judgment and Decision Making: An Interdisciplinary Perspective*, New York: Wiley.

REVISE AND RESUBMIT

10. **Walters, Daniel J.**, Geoffrey Tomaino, "Presenting Time Series Data as an Absolute Change Versus Relative Change Impacts Judgements and Choices," *Journal of Consumer Psychology* (first round R&R)
11. Scholten, Marc, **Daniel J. Walters**, Craig R. Fox and Daniel Read, "A Theory of Time Bias in Intertemporal Choice," *Psychological Review*. (First round R&R)

WORK IN PROGRESS

12. **Walters, Daniel J.** and Geoffrey Tomaino* "Why Did I Forget? How the Diagnosticity of Memory Failure Impacts Attribute Weighting, Willingness to Pay, and Choice," *Target: Journal of Marketing Research*. (10 studies completed, working manuscript)
13. Scholten, Marc, **Daniel J. Walters**, Craig R. Fox and Daniel Read, "A Theory of Time Bias in Intertemporal Choice," *Target: Management Science*. (5 studies completed, working manuscript)
14. **Walters, Daniel J.**, Carsten Erner, Craig R. Fox, Marc Scholten and Daniel Read, "Debt aversion: A common source of anomalous intertemporal decisions about paying and borrowing," *Target: Journal of Consumer Psychology*. (5 studies completed, working manuscript)
15. Fox, Craig R., David Tannenbaum, Gülden Ülkümen, **Daniel J. Walters** and Carsten Erner, "Credit, blame, luck, and perceptions of uncertainty: Validating the epistemic-aleatory rating scale (EARS)," *Target: Journal of Personality and Social Psychology*. (8 studies completed)
16. Tomaino*, Geoffrey, **Daniel J. Walters**, Stephanie Lin, and Peter Joos "Uncertainty aversion in stock analyst recommendations," *Target: Management Science*. (Dataset and analysis complete)
17. **Walters, Daniel J.**, Craig R. Fox, Daniel Read and Marc Scholten, "Loss aversion for time and money: Reference dependent intertemporal choices" *Target: Psychological Review*. (6 studies completed)

INVITED TALKS

Walters, Daniel J. "Memory, Overconfidence, and Financial Decisions," USC, November 2022

Walters, Daniel J. "Memory, Overconfidence, and Financial Decisions," UCLA, November 2022

Walters, Daniel J. "Investor memory of past performance is positively biased and predicts overconfidence," University of Colorado, Boulder, October 2021

Walters, Daniel J., "Investor memory of past performance is positively biased and predicts overconfidence," Boston College, September 2021

Walters, Daniel J., "Memory Biases and Investor Overconfidence," Tel Aviv University, January 2021

**Ph.D. Student*

Walters, Daniel J., “Pillars of behavior economics,” *Universidade Europeia*, 2018

Walters, Daniel J., Gülden Ülkümen, Carsten Erner, Craig R. Fox and David Tannenbaum, “Two dimensions of unknowns predict investment decisions,” *Association for Consumer Research*, 2018

Walters, Daniel J., Gülden Ülkümen, Carsten Erner, Craig R. Fox and David Tannenbaum, “Two dimensions of unknowns predict investment decisions,” *Marketing Science*, Los Angeles, CA, 2017

Walters, Daniel J., Philip M. Fernbach, Craig R. Fox and Steven A. Sloman, “Known unknowns: A critical determinant of confidence and calibration,” *The University of Southern California, Marketing Area*, 2016

Walters, Daniel J., Philip M. Fernbach, Craig R. Fox and Steven A. Sloman, “Known unknowns: A critical determinant of confidence and calibration,” *The Wharton School, Marketing Area*, 2016

Walters, Daniel J., Philip M. Fernbach, Craig R. Fox and Steven A. Sloman, “Known unknowns: A critical determinant of confidence and calibration,” *Haas School of Business, Marketing Area*, 2016

Walters, Daniel J., Philip M. Fernbach, Craig R. Fox and Steven A. Sloman, “Known unknowns: A critical determinant of confidence and calibration,” *Stanford University, The Graduate Business School, Marketing Area*, 2016

Walters, Daniel J., Philip M. Fernbach, Craig R. Fox and Steven A. Sloman, “Known unknowns: A critical determinant of confidence and calibration,” *London Business School, Marketing Area*, 2016

Walters, Daniel J., Philip M. Fernbach, Craig R. Fox and Steven A. Sloman, “Known unknowns: A critical determinant of confidence and calibration,” *INSEAD, Marketing Area*, 2016

Walters, Daniel J., Carsten Erner, Craig R. Fox, Marc Scholten and Daniel Read, “Debt Aversion: Anomalous in the lab, advantageous in practice,” *Center for Research on Consumer Financial Decision Making*, University of Colorado, Boulder, CO, 2016

HONORS & AWARDS

UCLA Dissertation Year Fellowship (\$46,682)	June 2016
Dare to Care Fellowship (\$3,000)	June 2016
Distinguishing Two Dimensions of Subjective Uncertainty. National Science Foundation Grant with Craig R. Fox and Gülden Ülkümen Total budget: \$558,000. I assisted in grant writing and received summer funding for three years.	August 2014
UCLA Anderson Graduate Fellowship (\$200,000)	2011 - 2016
UCLA Anderson MBA Merit Based Fellowship (\$8,000)	October 2010
Charles E. Davidson Fellowship (\$20,000)	May 2009
New York University Stern Academic Scholarship (\$5,000)	August 2005
Occidental College Academic Merit Scholarship (\$40,000)	August 2004

ACADEMIC SERVICE

Journal of Marketing Research, Reviewer

Journal of Consumer Research, Reviewer

Management Science, Reviewer

Organizational Behavior and Human Decision Processes, Reviewer

Social Psychology, Reviewer

**Ph.D. Student*

Behavioral Science & Policy Association, Financial Consultant – Assist in organization and funding proposals
Behavioral Decision Research in Management Conference, Review Board

PROFESSIONAL AFFILIATIONS

American Marketing Association
Society for Consumer Psychology
Society for Judgment and Decision Making
Association for Consumer Research
Behavioral Science & Policy Association

WORK EXPERIENCE

Stadium Capital Management <i>Investment Analyst</i> - Managed over \$250 million in equities at a long/short hedge fund with a long-term value strategy	2006 - 2009
Alphacoin <i>Founder</i> - Operated an internet based company to provide young people with investment advice. Employed digital marketing strategies and search engine optimization to maximize web traffic	2005 - 2012
Citigroup Investment Banking, Mergers & Acquisitions <i>Summer Analyst</i> - Research and analyzed investment banking transactions	2005
Merrill Lynch Investment Banking <i>Night Analyst</i> - Worked nights as an investment banking analyst	2004 - 2005