

CURRICULUM VITAE

Jeffrey Loewenstein

Department of Business Administration
Gies College of Business
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Education

- 2000 Ph.D., Cognitive Psychology, Northwestern University, Evanston, IL
1998 M.A., Cognitive Psychology, Northwestern University, Evanston, IL
1995 B.S., Cognitive Science, with Highest Honors, University of Michigan, Ann Arbor, MI

Academic Appointments

- 2011-present University of Illinois at Urbana-Champaign
2018-present Professor of Organizational Behavior, Gies College of Business
2018-present Professor of BioMedical and Translational Sciences, Carle-Illinois College of Medicine
2018-2022 Associate Dean of Graduate Education, Gies College of Business
2017-2018 Associate Professor of BioMedical and Translational Sciences, Carle-Illinois College of Medicine
2016-2018 Associate Head, Department of Business Administration, Gies College of Business
2011-2018 Associate Professor of Organizational Behavior, Gies College of Business
- 2004-2011 The University of Texas at Austin
Assistant Professor of Management, McCombs School of Business
- 2002-2004 Columbia University
Visiting Assistant Professor of Management, Columbia Business School
- 2000-2002 Northwestern University
Visiting Assistant Professor of Management & Organizations, Kellogg School of Management
Post-Doctoral Fellow, Dispute Resolution Research Center

Book

Cronin, M. A. & Loewenstein, J. (2018). *The Craft of Creativity*. Stanford University Press.

Journal Articles

- Gajendran, R. S., Loewenstein, J., Choi, H., Ozgen, S. (2022). Hidden costs of text-based electronic communication on complex reasoning tasks: Motivation maintenance and impaired downstream performance. *Organizational Behavior and Human Decision Processes*, 169, 104130.
- Jang, D., Choi, H., & Loewenstein, J. (2021). Integration through redefinition: Revisiting the role of negotiators' goals. *Group Decision and Negotiation*, 30(5), 1113-1131.
- Katz, J. H., Herman, G. L., Johnson, M. A., & Loewenstein, J. (2021). Cultivating not gatekeeping: A key leadership role in the creative process. *BMJ Leader*, 5(1), 9-13.

- Kim, J., & Loewenstein, J. (2020). Analogical encoding fosters ethical decision making because improved knowledge of ethical principles increases moral awareness. *Journal of Business Ethics*.
<https://doi.org/10.1007/s10551-020-04457-w>
- Kim, J., Thompson, L., & Loewenstein, J. (2020). Open for learning: Encouraging generalization fosters knowledge transfer in negotiation. *Negotiation and Conflict Management Research*, 13(1), 3-23.
- Weber, J., Loewenstein, J., Lewellyn, P., Elm, D. R., Hill, V., & Warnell, J. M. (2019). Toward discovering a national identity for millennials: Examining their personal value orientations for regional, institutional, and demographic similarities or variations. *Business and Society Review*, 124(3), 301-323.
- Loewenstein, J. (2019). Surprise, recipes for surprise, and social influence. *Topics in Cognitive Science*, 11, 178-193.
- Mueller, J. S., Melwani, S., Loewenstein, J., & Deal, J. (2018). Reframing the decision-makers' dilemma: A socio-cognitive model of creative idea recognition. *Academy of Management Journal*, 61(1), 94-110.
- Loewenstein, J. (2017). Structure mapping and vocabularies for thinking. *Topics in Cognitive Science*, 9, 842-858.
- Keller, J., Loewenstein, J., and Yan, J. (2017). Culture, situations and paradoxical frames. *Organization Studies*, 38(3-4), 539-560.
- Herman, G. L., & Loewenstein, J. (2017). Evidence-based change practices (Guest Editorial). *Journal of Engineering Education*, 106(1), 4-13.
- Loewenstein, J., & Mueller, J. S. (2016). Implicit theories of creative ideas: How culture guides creativity assessments. *Academy of Management Discoveries*, 2, 320-348.
- Ocasio, W., Loewenstein, J., & Nigam, A. (2015). How streams of communication reproduce and change institutional logics: The role of categories. *Academy of Management Review*, 40(1), 28-48.
- Loewenstein, J. (2014). Take my word for it: How professional vocabularies foster organizing. *Journal of Professions and Organization*, 1(2), 65-83.
- Loewenstein, J., Ocasio, W., & Jones, C. (2012). Vocabularies and vocabulary structure: A new approach linking categories, practices, and institutions. *Academy of Management Annals*, 6(1), 41-86.
- Loewenstein, J., Raghunathan, R., & Heath, C. (2011). The Repetition-Break Plot Structure Makes Effective Television Advertisements. *Journal of Marketing*, 75(5), 105-119.
- Keller, J., & Loewenstein, J. (2011). The cultural category of cooperation: A Cultural Consensus Model analysis for China and the United States. *Organization Science*, 22(2), 299-319. Order of authorship is alphabetical.
- Markman, A. B., & Loewenstein, J. (2010). Structural comparison and consumer choice. *Journal of Consumer Psychology*, 20, 126-137.
- Gentner, D., Loewenstein, J., Thompson, L., & Forbus, K. (2009) Reviving inert knowledge: Analogical abstraction supports relational retrieval of past events. *Cognitive Science*, 33, 1343-1382.
- Loewenstein, J., & Heath, C. (2009). The Repetition-Break plot structure: A cognitive influence on selection in the marketplace of ideas. *Cognitive Science*, 33, 1-19.
- Zhong, C.-B., Loewenstein, J., & Murnighan, J. K. (2007). Speaking the same language: The cooperative effects of labeling in the prisoner's dilemma. *Journal of Conflict Resolution*, 51(3), 431-456.
- Kurtz, K., & Loewenstein, J. (2007). Converging on a new role for analogy in problem solving and retrieval: When two problems are better than one. *Memory & Cognition*, 35(2), 334-341.
- Gentner, D., Loewenstein, J., & Hung, B. (2007). Comparison facilitates children's learning of names for parts. *Journal of Cognition and Development*, 8(3), 285-307.

- Loewenstein, J., Morris, M. W., Chakravarti, A., Thompson, L., & Kopelman, S. (2005). At a loss for words: Dominating the conversation and the outcome in negotiation as a function of intricate arguments and communication media. *Organizational Behavior and Human Decision Processes*, 98(1), 28-38.
- Loewenstein, J., & Gentner, D. (2005). Relational language and the development of relational mapping. *Cognitive Psychology*, 50(4), 315-363.
- Loewenstein, J., Thompson L., & Gentner, D. (2003). Analogical learning in negotiation teams: Comparing cases promotes learning and transfer. *Academy of Management Learning and Education*, 2(2), 119-127.
- Gentner, D., Loewenstein, J., & Thompson L. (2003). Learning and transfer: A general role for analogical encoding. *Journal of Educational Psychology*, 95(2) 393-408.
- Loewenstein, J., & Gentner, D. (2001). Spatial mapping in preschoolers: Close comparisons facilitate far mappings. *Journal of Cognition and Development*, 2(2), 189-219.
- Loewenstein, J. & Thompson, L. (2000). The challenge of learning. *Negotiation Journal*, 16(4), 399-408.
- Thompson, L., Gentner, D., & Loewenstein, J. (2000). Avoiding missed opportunities in managerial life: Analogical training more powerful than individual case training. *Organizational Behavior and Human Decision Processes*, 82(1), 60-75.
- Reprinted in: Bazerman, M. H. (2004). *Negotiation, Decision Making and Conflict Management*. Cheltenham, UK: Edward Elgar Publishing.
- Reprinted in: Thompson, L. (2003). *The Social Psychology of Organizational Behavior*. New York: Psychology Press.
- Gillespie, J. J., Thompson, L., Loewenstein, J., & Gentner, D. (1999). Lessons from analogical reasoning in the teaching of negotiation. *Negotiation Journal*, 15(4), 363-371.
- Reprinted in: Wheeler, M. (2000). *Teaching negotiation: Ideas and innovations*. Cambridge, MA: PON Books.
- Loewenstein, J., Thompson, L., & Gentner, D. (1999). Analogical encoding facilitates knowledge transfer in negotiation. *Psychonomic Bulletin & Review*, 6(4), 586-597.

Book Chapters

- Loewenstein, J. (2019). Culture and language. In S. Kitayama & D. Cohen (Eds.), *Handbook of Cultural Psychology*, 2nd Edition (pp. 246-267). Guilford.
- Adair, W. L., & Loewenstein, J. (2013). Talking in through: Communication sequences in negotiation. In Olekalns, M., & W. L. Adair (Eds.), *Handbook of Research in Negotiation*. London, UK: Edgar.
- Loewenstein, J. (2012). Thinking in Business. In K. J. Holyoak & R. G. Morrison (Eds.), *Oxford Handbook of Thinking and Reasoning* (pp. 755-773). New York: Oxford University Press.
- Loewenstein, J. (2010). How one's hook is baited matters for catching an analogy. In B. Ross (Ed.), *Psychology of Learning and Motivation*, 53, 149-182. Elsevier.
- Loewenstein, J., & Thompson, L. (2006). Learning to negotiate: Novice and experienced negotiators. In L. Thompson (Ed.), *Negotiation Theory and Research* (pp 77-98). New York: Psychology Press.
- Thompson, L., & Loewenstein, J. (2003). Mental models of negotiation: Descriptive, prescriptive, and paradigmatic implications. In M. A. Hogg, & J. Cooper (Eds.), *The Sage Handbook of Social Psychology* (pp. 494-511). Thousand Oaks, CA: Sage Publications.
- Gentner, D., & Loewenstein, J. (2002). Learning: Analogical reasoning. In *Encyclopedia of Education*, (second edition, pp. 1421-1424). New York: Macmillan.

Gentner, D., & Loewenstein, J. (2002). Relational language and relational thought. In E. Amsel & J. Byrnes (Eds.), *Language, Literacy, and Cognitive Development: The Development and Consequences of Symbolic Communication* (pp. 87-120). Mahwah, NJ: Erlbaum.

Refereed Presentations and Proceedings

Yang, S., Mueller, J., & Loewenstein, J. (2021, August). Finding creativity by changing perspectives. Academy of Management, virtual conference.

Yang, S., Mueller, J., & Loewenstein, J. (2021, July). Finding creativity by changing perspectives: How the evaluation experience contributes to creative idea recognition. European Group for Organizational Studies, Amsterdam, The Netherlands.

Yang, S., & Loewenstein, J. (2020, August). Why do lay people perceive ideas to be creative? Academy of Management, virtual conference.

Harush, R., Loewenstein, J., Klang, M., & Rubin, M. (2020, January). The role of group status in identity configurations and organizational citizenship behaviors. Israel Organizational Behavior Conference, Tel Aviv, Israel.

Yang, S., & Loewenstein, J. (2019, July). A perspective-change based account of creativity evaluation: An investigation in simile assessments. *Proceedings, Cognitive Science Society*, Montreal, Canada.

Harush, R., Loewenstein, J., Klang, M., Rubin, M. (2019, July). The role of group status in identity configurations and organizational citizenship behaviors. INGRoup, Lisbon, Portugal.

Loewenstein, J., & Wang, C. (2019, July). Respect fosters forming creative agreements. International Association for Conflict Management, Dublin, Ireland.

Loewenstein, J., & Kraatz, M. (2019, July). Toward an account of the communicative construction of organizational values. European Group for Organizational Studies, Edinburgh, Scotland.

Horstein, S., & Loewenstein, J. (2019, June). Difficult conversations and dramaturgy. Literary Managers and Dramaturgs of the Americas Conference, Chicago, IL.

Kim, J., & Loewenstein, J. (2018, August). Fostering moral understanding to increase moral awareness. Academy of Management, Chicago, IL.

Kim, J., & Loewenstein, J. (2018, July). Open for learning: Low familiarity examples and general questions foster knowledge transfer of a negotiation principle. International Association for Conflict Management, Philadelphia, PA.

Kim, J., & Loewenstein, J. (2018, March). Learning about ethics: Analogical encoding increases moral awareness. Association for Practical and Professional Ethics Conference, Chicago, IL.

Loewenstein, J. (2018, January). Listening and creative agreements. Israel Organizational Behavior Conference, Tel Aviv, Israel.

Wang, C., & Loewenstein, J. (2016, July). Social support for creative agreements: Distinct effects of respect and trust. International Association of Conflict Management, New York, NY.

Lee, J. H., Loewenstein, J., & Leblebici, H. (2015, October). Discourse as a strategy process in the 21st Century U.S. newspaper industry. Strategic Management Society, Denver, CO.

Loewenstein, J. (2015, August). Symposium: Words and Talk: Linking Communicative Content and Process. Academy of Management, Vancouver, BC.

Loewenstein, J. (2015, August). Institutions, meaning systems, and vocabularies. In the symposium: Logics and alternative approaches to understanding meanings in institutions. Academy of Management, Vancouver, BC.

- Loewenstein, J., & H. R. Choi (2015, August). Creative agreements in negotiation: When and why negotiators redefine the issues under discussion. *Best Paper Proceedings, Academy of Management*. Vancouver, BC.
- Loewenstein, J., & Mantere, S. (2015, July). Vocabularies as enablers of identity consolidation. European Group for Organizational Studies, Athens, Greece.
- Loewenstein, J. (2014, August). Words, complex meanings, and simplified actions. In the symposium: What are we talking about? Words, meanings, and organizing. Academy of Management, Philadelphia, PA.
- Keller, J., Loewenstein, J., Shao, B., Shan, W., Imai, L. (2014, August). On Measuring Culture (s) With an Inductive Mixture Approach. Academy of Management, Philadelphia, PA.
- Loewenstein, J. (2014, July). Surprise and social influence. In the symposium, Triangulating surprise: Expectations, uncertainty, and making sense. Cognitive Science Society, Quebec, Canada.
- Gajendran, R., Loewenstein, J., & Choi, H. (2013, August). Is email a brain drain? Communication media effects and depletion in negotiation tasks. Academy of Management, Orlando, FL.
- Keller, J., Loewenstein, J., Kilduff, M., & Yan, J. (2013, August). Paradoxical cultural categories and paradoxical social relationships: The case of cooperation and competition. *Proceedings, Cognitive Science Society*, Berlin, Germany.
- Mueller, J. S., Loewenstein, J., & Melwani, S. (2013, August). Social roles and category use: A study of creativity assessment. *Proceedings, Cognitive Science Society*, Berlin, Germany.
- Loewenstein, J. (2013, August). Cognition and narrative structure. In the symposium, Computational and cognitive aspects of narratives workshop. Cognitive Science Society, Berlin, Germany.
- Ocasio, W., Loewenstein, J., & Nigam, A. (2013, July). Event sensemaking, vocabularies, and institutional logic change. European Group for Organizational Studies, Montreal, CA.
- Gajendran, R., Loewenstein, J., & Choi, H. (2013, July). Is email depleting? Communication media effects on energy use in negotiation. International Association of Conflict Management, Tacoma, WA.
- Keller, J., Loewenstein, J., Yan, J., & Kilduff, M. (2012, December). Cooperation and Competition as Intra-organizational Paradoxical Cultural Categories. Strategic Management Society Special Conference on Competing and Cooperating in and for China, Guangzhou, China.
- Loewenstein, J. (2012, July). Making culture: Roles for analogy. International Conference on Thinking, London, UK.
- Loewenstein, J., Raghunathan, R., & Heath, C. (2011, July). The Repetition-Break plot structure: A tool for persuasion. *Proceedings, Cognitive Science Society*, Boston, Massachusetts.
- Loewenstein, J., & Cronin, M. A. (2010, November). The creativity cycle and the possibility of producing creative ideas efficiently. INFORMS, Austin, Texas.
- Keller, J., Loewenstein, J., & Yan, J. (2010, August). Culturally-Guided Beliefs about Opposing Categories and Their Consequences for Action: The Case of Cooperation and Competition. *Proceedings, Cognitive Science Society*, Portland, Oregon.
- Keller, J., Loewenstein, J. & Yan, J. (2010, July). The cooperation-competition paradox: A cultural categories approach. European Group for Organizational Studies, Lisbon, Portugal. Selected as Best Paper for Subtheme.
- Loewenstein, J., & Howell, T. (2010, June). Understanding and using what we want: Interests and exploitation in negotiations. International Association for Conflict Management, Boston, Massachusetts.
- Keller, J., Loewenstein, J., & Yan, J. (2010, May). Dialectical reasoning and cooperation in teams. International Association for Chinese Management Research, Shanghai, China.

- Keller, J., Loewenstein, J., Kilduff, M., & Yan, J. (2009, August). A cultural-cognitive approach to cooperation in networks of working relationships. Academy of Management, Chicago, IL.
- Keller, J., & Loewenstein, J. (2009, July). Culture, categorization and cooperation in workgroups. INGRoup, Colorado Springs, CO.
- Ocasio, W., Loewenstein, J., & Nigam, A. (2009, June). Event sensemaking, vocabularies of organizing, and cultural change in social systems. International Symposium on Process Organization Studies, Pissouri, Cyprus.
- Calhoun, J., Gentner, D., & Loewenstein, J. (2008, August). Learning abstract principles through principle-case comparison. *Proceedings, Cognitive Science Society*.
- Loewenstein, J., & Ocasio, W. (2008, July). Vocabularies of organizing: Vocabulary structure, semantic categories and their effects on cognition and action. Society for the Advancement of Socio-Economics, San Jose, Costa Rica.
- Keller, J., & Loewenstein, J. (2008, June). Cultural categories of workgroup cooperation: A consensus analysis of Americans and Chinese. International Association for Chinese Management Research, Guangzhou, China.
- Keller, J., & Loewenstein, J. (2007, August). Cooperation in workgroups in US and China: A Cultural Consensus Model. Academy of Management, Philadelphia, PA.
- Loewenstein, J., & Brett, J. (2007, August). Goal framing predicts strategy revision: When and why negotiators reach integrative agreements. *Proceedings, Cognitive Science Society* (pp. 443-448).
- Loewenstein, J., & Keller, J. (2006, August). Vocabulary of games: Language as a tool for decision-making. Academy of Management, Atlanta, GA.
- Loewenstein, J., & Keller, J. (2006, July). Language as a tool for thought: The vocabulary of games facilitates strategic decision-making. *Proceedings, Cognitive Science Society* (pp. 501-506).
- Loewenstein, J. (2005, August). Language: Some cognitive science approaches. Panelist for the "Language in organizations and strategy: Theoretical and methodological advances" Professional Development Workshop, Academy of Management, Honolulu, Hawaii.
- Loewenstein, J., & Heath, C. (2005, July). The repetition-shift plot structure: A cognitive influence on selection in the marketplace of ideas. *Proceedings, Cognitive Science Society* (pp. 1319-1324).
- Loewenstein, J., & Brett, J. (2005, June). Interests facilitate forming agreements: Examining negotiators' task representations. International Association of Conflict Management, Seville, Spain.
- Gentner, D., & Loewenstein, J. (2005, April). Comparison facilitates learning body-part names. Society for Research in Child Development, Atlanta, GA.
- Loewenstein, J. (2004, October). A plot structure to generate interest. Society for Experimental Social Psychology, Fort Worth, TX.
- Thompson, L., & Loewenstein, J. (2004, August). Surface-similarity inhibits learning: Making the case for learning in different domains. Academy of Management, New Orleans, LA.
- Gentner, D., Loewenstein, J., & Thompson, L. (2004, August). Analogical encoding: Facilitating knowledge transfer and integration. *Proceedings, Cognitive Science Society* (pp. 452-457).
- Kurtz, K., & Loewenstein, J. (2004, August). Converging on a new role for analogy in problem solving and retrieval. *Proceedings, Cognitive Science Society* (pp. 762-766).
- Loewenstein, J. (2004, May). A plot structure to generate interest. Conference on Selection in Culture and the Marketplace of Ideas, Chapel Hill, NC.

- Loewenstein, J., Zhong, C., & Murnighan, J. K. (2003, August). Speaking the same language: The cooperative effects of labeling in the prisoners' dilemma. Academy of Management, Seattle, WA.
- Loewenstein, J., Zhong, C., & Murnighan, J. K. (2003, August). Labeling and cooperation in the prisoners' dilemma. International Conference on Social Dilemmas, Marstrand, Sweden.
- Gentner, D., & Loewenstein, J. (2003, April). The effects of spatial language on spatial representation and reasoning. Society for Research in Child Development, Tampa, FL.
- Ocasio, W., & Loewenstein, J. (2002, August). Institutionalized action and vocabularies of organization. Academy of Management, Denver, CO.
- Weber, J. M., Loewenstein, J., & Thompson, L. (2002, August). Of wolves and sheep: Self-perception and reputation in negotiations. Academy of Management, Denver, CO.
- Thompson, L., Loewenstein, J., & Gentner, D. (2001, October). Analogical learning in negotiations. Society of Experimental Social Psychology, Spokane, WA.
- Weber, J. M., Loewenstein, J., & Thompson, L. (2001, July). Perceptions of pie-expanders and pie-slicers in negotiation. *Proceedings, ASAC*, London, Ontario, Canada.
- Loewenstein, J., & Thompson, L. (2001, June). Five mental models of negotiation. International Association of Conflict Management, Cergy, France.
- Loewenstein, J. (2001, April). On conveying relational information. Society for Research in Child Development, Minneapolis, MN.
- Loewenstein, J., & Gentner, D. (2001, April). Relational language facilitates the development of relational thought. Society for Research in Child Development, Minneapolis, MN.
- Uttal, D., Loewenstein, J., & Gentner, D. (2000, May). On the relation between maps and analogies. Conference on Conceptual Structure, Discourse, and Language, University of California, Santa Barbara, CA.
- Gentner, D., & Loewenstein, J. (2000, May). Spatial relational language facilitates preschoolers' understanding of relations. Conference on Conceptual Structure, Discourse, and Language, University of California, Santa Barbara, CA.
- Thompson, L., & Loewenstein, J. (2000, March). Evaluating negotiator learning. Hewlett Center Conference, Cambridge, MA.
- Loewenstein, J. (1999, October). Relational language facilitates spatial mapping for preschoolers. Cognitive Development Society, Chapel Hill, NC.
- Thompson, L., & Loewenstein, J. (1999, August). On improving managerial learning. Academy of Management, Chicago, IL.
- Mostek, T., Loewenstein, J., Forbus, K., & Gentner, D. (1999, August). Simulating the effects of relational language in the development of spatial mapping abilities. *Proceedings, Cognitive Science Society* (pp. 450-455).
- Loewenstein, J., & Gentner, D. (1999, April). The role of analogy in conceptual development: Making comparisons leads to relational insight. Society for Research in Child Development, Albuquerque, NM.
- Loewenstein, J., & Gentner, D. (1998, August). Relational language facilitates analogy in children. *Proceedings, Cognitive Science Society* (pp. 615-620).
- Loewenstein, J., Gomez, P., & Ward, G. (1998, March). On the processing of preposed word order in English. CUNY Conference on Human Sentence Processing, New Brunswick, NJ.
- Loewenstein, J. (1998, January). Models as analogies. Spatial Representation Conference, Northwestern University, Evanston, IL.

Loewenstein, J., Gomez, P., & Ward, G. (1998, January). Word order as a pragmatic cue to cognitive processing. Linguistics Society of America, New York, NY.

Gentner, D., Loewenstein, J., & Thompson, L. (1997, December). Analogical learning about negotiation. New Ideas in Decision Making Conference, Northwestern University, Evanston, IL.

Loewenstein, J. (1997, June). Comparison and mapping in preschoolers. The Midwest Developmental Research Forum, Indiana University, Bloomington, IN.

Loewenstein, J., & Gentner, D. (1997, April). Using comparison to improve preschoolers' spatial mapping ability. Society for Research in Child Development, Washington, D.C.

Loewenstein, J. (1995, May). Creative process in the visual arts. Creative Concepts Conference, College Station, TX.

Invited Presentations

- 2022 Goizueta Business School, Emory University
- 2019 Management Department, University of Queensland
School of Management, University of New South Wales
- 2018 Graduate School of Business Administration, Bar-Ilan University
- 2015 Desautels Faculty of Management, McGill University
School of Management, University of New South Wales
Department of Psychology, University of Sydney
- 2013 Olin Business School, Washington University in St. Louis
- 2012 Tuck School of Business, Dartmouth University
Department of Ophthalmology, University of Iowa
Association for University Professors of Ophthalmology
Psychology Department, University of Illinois, Urbana-Champaign
- 2011 School of Labor and Employment Relations, University of Illinois, Urbana-Champaign
- 2010 College of Business, University of Illinois, Urbana-Champaign
Department of Ophthalmology, Harvard Medical School
- 2009 Linguistics Department, The University of Texas at Austin
- 2008 Wharton Organizational Behavior Conference, The University of Pennsylvania
School of Management, Zhejiang University
School of Business, Hong Kong University of Science and Technology
- 2007 Wharton Organizational Behavior Conference, The University of Pennsylvania
- 2007 Psychology Department, Trinity College
Psychology Department, The University of Texas at Austin
- 2004 London Business School
Yale School of Management, Yale University
Harvard Business School, Harvard University

- 2003 McCombs School of Business, The University of Texas at Austin
- 2002 Psychology Department, Ohio State University
Columbia Business School, Columbia University
Haas School of Business, University of California at Berkeley
Psychology Department, University of Connecticut
Psychology Department, University of Illinois at Chicago
School of Education, Northwestern University
- 2000 Kellogg School of Management, Northwestern University
Psychology Department, University of Chicago

Awards, Honors, and Grants

- 2022-present Scholar, Illinois Strategic Organizations Initiative
Gies College of Business, University of Illinois, Urbana-Champaign
- 2016-present Faculty Fellow, Center for Professional Responsibility in Business and Society
Gies College of Business, University of Illinois, Urbana-Champaign
- 2011-present List of Teachers Rated as Excellent by their Students
University of Illinois, Urbana-Champaign
- 2016-2022 IUUSE/PFE:RED: Defining the Frontiers of Bioengineering Education at Illinois and Beyond, Bashir, R., Amos, J. R., Herman, G. L., Boppart, S. A., & Loewenstein, J.
National Science Foundation EEC 1623141, \$1,998,057
- 2020 *Academy of Management Review* Developmental Reviewer Award
- 2019 Finalist for the George R. Terry Book Award for *The Craft of Creativity*
Academy of Management
- 2019 Excellence in Graduate and Professional Teaching Award
University of Illinois, Urbana-Champaign (campus award)
- 2019 Top shared article in Topics in Cognitive Science
Loewenstein, J. (2019). Surprise, recipes for surprise, and social influence. *Topics in Cognitive Science, 11*, 178-193.
- 2015-2019 Illinois MBA Teaching Excellence Awards (6)
Gies College of Business, University of Illinois, Urbana-Champaign
- 2018 Top downloaded article in Journal of Engineering Education
Herman, G. L., & Loewenstein, J. (2017). Evidence-based change practices (Guest Editorial). *Journal of Engineering Education, 106(1)*, 4-13.
- 2015 Academy of Management Conflict Management Division Best New Directions Award
Loewenstein, J., & Choi, H. (2015, August). Creative agreements in negotiation: When and why negotiators redefine the issues under discussion
- 2013 Accounting for taste: Systematic differences in creativity assessments
Campus Research Grant, Arnold O. Beckman Award, University of Illinois, Urbana-Champaign, \$23,070
- 2013 Cultural examination of creativity assessments
CIBER Grant, University of Illinois, Urbana-Champaign, \$4,900
- 2010 The challenge of communicating interests

- Kelleher Center Grant, The University of Texas at Austin, with Taeya Howell, \$3,194
- 2010 EGOS conference best subtheme paper
Keller, J., Loewenstein, J. & Yan, J. (2010, July). The cooperation-competition paradox: A cultural categories approach
- 2009-2010 The repetition-break plot structure and its impact on selection in the marketplace of ideas
McCombs Research Excellence Grant, The University of Texas at Austin, with Raj Raghunathan, \$11,084
- 2009 Most downloaded article of the year in Cognitive Science
Loewenstein, J., & Heath, C. (2009). The Repetition-Break plot structure: A cognitive influence on selection in the marketplace of ideas. *Cognitive Science*, 33, 1-19.
- 2008-2010 The language of change in new ventures
IC² Research Center, The University of Texas at Austin, with Josh Keller, \$10,900
- 2007-2009 Chinese conceptualizations of competition and cooperation
CIBER, McCombs School of Business, The University of Texas at Austin, with Josh Keller, \$6,500
- 2007-2009 The information dilemma in negotiations
IC² Research Center, The University of Texas at Austin, \$5,000
- 2007 Effects of goal understanding and communication on negotiation outcomes
Summer Research Assignment, The University of Texas at Austin, \$29,244
- 2001-2002 Language and decision making: Labeling the prisoners' dilemma
Dispute Resolution Research Center, Kellogg School of Management, with Keith Murnighan, \$5,900
- 2000-2001 Learning to make social decisions
Dispute Resolution Research Center, Kellogg School of Management, \$2,875
- 2000-2001 The inert knowledge problem: When and why managers fail to use relevant knowledge in solving organizational problems
Citicorp Behavioral Research Council, with Leigh Thompson, Dedre Gentner, \$15,000

Teaching

2012-present	Creativity	Executive, MBA, Coursera
2002-present	Leadership	Executive, MBA, Undergraduate
1999-present	Negotiation	Executive, MBA, MS, Undergraduate
2015-2016	International Negotiation	Undergraduate
2012-2015	Professional issues	Ph.D.
2005-2010	Research Methods	Ph.D.
2003	Socially Shared Cognition	Ph.D. (co-taught with Michael Morris)
1997	Introductory Statistics	Undergraduate

Doctoral Advising

Chair	Shiyu Yang (2022), Organizational Behavior, UIUC
	Jihyeon Kim, 2020, Organizational Behavior, UIUC
	Hye Ran Choi, 2016, Organizational Behavior, UIUC (Asst Prof, Columbus State)

	Josh Keller, 2009, Management (Assoc Prof, UNSW)
Committee	Xi Liu (in progress), Psychology, UIUC
	Josh Katz, 2021, Organizational Behavior, UIUC
	Shan Wen, 2017, Strategy, Management and Organization, NTU, Singapore
	Jun Ho Lee, 2016, Organizational Behavior, UIUC (Asst Prof, U Kansas)
	Randolph Wilt, 2011, Communications, UT
	Darrell Worthy, 2010, Psychology, UT (Asst Prof, Texas A&M)
	Marc Tomlinson, 2010, Psychology, UT
	Jonathan Rein, 2010, Psychology, UT (Research Scientist, HTC)
	Micah Goldwater, 2009, Psychology, UT (Senior Lecturer, U Sydney)
	Ansley Tullos, 2009, Psychology, UT (Asst Prof, U Alabama)
	Joseph Goodman, 2007, Marketing, UT (Assoc Prof, Ohio State)
	Amy Coren, 2007, Psychology, UT (Asst Prof, NVCC)
	Todd Gureckis, 2005, Psychology, UT (Assoc Prof, NYU)

Post-Doctoral Mentoring

2016-2018	Daisung Jang (Asst Prof, U Queensland)
2014-2016	Raveh Harush (Asst Prof, Bar-Ilan University)

Group and Departmental Service

2014-2016	Area Coordinator Organizational Behavior Area, University of Illinois at Urbana-Champaign
2015	Undergraduate Studies Committee Member Business Administration Department, University of Illinois at Urbana-Champaign
2012-2015	Founded and ran a year-round weekly seminar for Ph.D. students (WORC) Organizational Behavior Group, University of Illinois at Urbana-Champaign
2014	Research methods instructor, NMIMS Mumbai outreach Business Administration Department, University of Illinois at Urbana-Champaign
2012-2014	Graduate Studies Committee Member Business Administration Department, University of Illinois at Urbana-Champaign
2011-2012	Organizational Behavior Seminar Coordinator Organizational Behavior Area, University of Illinois at Urbana-Champaign
2007-2008	Management Department Seminar Coordinator Management Department, The University of Texas at Austin
2007-2008	Management Department Executive Committee Member Management Department, The University of Texas at Austin
2005-2008	Founded and oversaw the Management Department Subject Pool Management Department, The University of Texas at Austin
2005-2008	Founded and oversaw the Management Department Brown Bag Series Management Department, The University of Texas at Austin

College and University Service

- 2011-present Training Seminars in Creativity, Leadership, and Negotiation System, Campus, Colleges, Departments, RSOs, and Affiliates
- 2018 Facilitator, Annual Retreat
Beckman Institute, University of Illinois at Urbana-Champaign
- 2016-2017 Founding Director, Carle-Illinois Physician Administrator Leadership Program
For Carle Hospital by the College of Business, University of Illinois at Urbana-Champaign
- 2015-2017 Academic Director, Executive MBA Program
Gies College of Business, University of Illinois at Urbana-Champaign
- 2016 Hiring committee, Associate Director of the Center for Professional Responsibility in Business and Society
Gies College of Business, University of Illinois at Urbana-Champaign
- 2016 Hiring committee, Associate Director of the Executive MBA program
Gies College of Business, University of Illinois at Urbana-Champaign
- 2015 MBA Faculty Advisory Committee Member
Gies College of Business, University of Illinois at Urbana-Champaign
- 2015 TEDxUIUC speaker
Gies College of Business, University of Illinois at Urbana-Champaign
- 2012-2015 Illinois Leadership Coordinating Committee Member
University of Illinois at Urbana-Champaign
- 2013 Keynote speaker, Brand U
University of Illinois at Urbana-Champaign
- 2011-2012 Academic Integrity Committee Member
Gies College of Business, University of Illinois at Urbana-Champaign
- 2007-2010 McCombs Decision Making Seminar Series Committee Member
McCombs School of Business, The University of Texas at Austin
- 2006 Faculty Research Presentation
McCombs School of Business, The University of Texas at Austin
- 2002-2004 Lab Manager for Columbia Business School’s Behavioral Research Lab
Columbia Business School

Professional Service

- Editorial Board Academy of Management Discoveries; Academy of Management Review
- Reviewer Academy of Management Journal; Cognitive Science; Journal of Professions and Organization; Organizational Behavior and Human Decision Processes; Organization Science; Organization Studies; Psychological Science; Strategic Management Journal
- 2020 Convener, EGOS Sub-theme “The future of analyzing talk: Language theories and methods in organizing,” Hamburg, Germany
- 2018 Convener, EGOS Sub-theme “More to Talk about: Unexpected roles of language in organizing,” Tallinn, Estonia
- 2017-2018 Member, Conflict Management Division Best Paper Award Committee, Academy of Management, Chicago, IL

- 2017 Organizer, Professional Development Workshop “Talk as Data: New Approaches to Analyzing Text to Advance Theory.” Academy of Management, Atlanta, GA
- 2016-2017 Guest Editor, Special issue of *TopiCS* in Honor of Dedre Gentner
- 2016-2017 Panelist, Managerial and Organizational Cognition Division Diamonds in the Rough Professional Development Workshop, Academy of Management
- 2016 Convener, EGOS Sub-theme “Something to Talk about: Building Bridges to Understand the Power of Words and Vocabularies in Organizing,” Naples, Italy
- 2015 Organizer, Professional Development Workshop “Integrating qualitative and quantitative techniques in the cultural knowledge examination process.” Academy of Management, Vancouver, BC
- 2014 Organizer, Professional Development Workshop “Advances in linguistic approaches to examining cultural knowledge.” Academy of Management, Philadelphia, PA
- 2014 Organizer, Professional Development Workshop “Vocabularies matter: Cognition, communication, coordination, and constitution.” Academy of Management, Philadelphia, PA
- 2013 Discussant, Academy of Management New Doctoral Student Consortium
- 2012 Organizer, Professional Development Workshop “Four methodological approaches to measuring culture as knowledge.” Academy of Management, Boston, MA
- 2011 Organizer, Professional Development Workshop “Knowing how West meets East: Measuring cultural knowledge using cultural consensus model analysis.” Academy of Management, San Antonio, Texas
- 2009 Reviewer, International Association of Conflict Management Best Paper Award
- 2008 Reviewer, INFORMS/Organization Science Dissertation Competition
- 2008 Panelist, “Negotiating Your First Job,” Conflict Management Division Professional Development Workshop, Academy of Management

Professional Affiliations

Member Academy of Management; Association for Psychological Science; Cognitive Science Society; International Association for Conflict Management; Psychonomic Society

External Engagement (selected)

3M, AB InBev, Busey, Carle, Microsoft, New Leaders for New Schools, SC Johnson, State Farm Insurance, Young President's Organization