

Curriculum Vitae

ANDREA PITTARELLO

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Education

2014 Ph.D. Social Psychology, University of Padova, Italy.
2010 M.A. Social Psychology, University of Padova, Italy.
2007 B.A. Personality Psychology, University of Padova, Italy.

Research interests

Judgment and Decision-Making, Behavioral Economics, Ethics, Eye Movements

Academic appointments

2019 – Assistant Professor. Virginia Polytechnic Institute and State University, Blacksburg (VA), USA.
2018 – 2019 Lecturer. Brooklyn College, Brooklyn (NY), USA.
2016 – 2018 Assistant Professor. University of Groningen, Groningen, The Netherlands.
2014 – 2016 Postdoctoral fellow. Center for Decision Making and Economic Psychology, Department of Psychology. Ben-Gurion University, Beer Sheva, Israel.
2012 – 2013 Research associate. Eller College of Management. Department of Management and Organizations, University of Arizona, Tucson, AZ.

Research grants and awards

- 2017 “Not taking responsibility: Equity trumps efficiency in allocation decisions” (With Tom Gordon-Hecker, Daniela Rosensaft-Eshel, Shaul Shalvi, and Yoella Bereby-Meyer). Awarded a “**Best Paper**” at the International Association for Research in Economic Psychology, Rishon LeZion (Israel).
- 2017 “Emotional intelligence buffers the effect of physiological arousal on dishonesty” (With Beatrice Conte, Marta Caserotti, Sara Scrimin, and Enrico Rubaltelli). Awarded as “**Best Paper**” at the meeting of the Academy of Management, Atlanta (GA).
- 2016 “A psychophysical approach to model sensitivity to temptation”. University of Groningen, Groningen, The Netherlands. Amount: **€20,000 (~\$21,800)**.
- 2016 “The role of imposed vs. self-set goals on dishonesty”. University of Groningen, Groningen, The Netherlands. Amount: **€10,000 (~\$11,000)**.
- 2015 “Wagenaar Memorial Travel Scholarship”. Award sponsored by the European Association for Judgment and Decision Making to subsidize travel to the annual Subjective Probability, Utility, and Decision-Making Conference, Budapest, Hungary. Amount: **\$550**.
- 2015 “Kreitman School of Advanced Graduate Studies” Fellowship. Ben-Gurion University, Beer Sheva, Israel. Amount: **\$20,500**.
- 2014 “Jane Beattie Memorial Scholarship”. Award sponsored jointly by the Society for Judgment and Decision Making and the European Association for Decision Making to provide scholarships to subsidize travel to North America to attend the annual Society for Judgment and Decision Making meeting in Long Beach (CA). Amount: **\$750**.
- 2014 “Investigating the effects of anger and guilt on unethical behavior: A self-regulation approach” Awarded as “**Best Paper**” at the annual meeting of the Academy of Management, Philadelphia (PA).
- 2011 Prof. “Alberto Mazzocco” Award. National Conference AIP - Experimental Psychology - Catania, Italy. Amount: **€1,000 (~\$1,055)**.

Publications

1. Leib, M, **Pittarello, A**, Gordon-Hecker, T., Shalvi, S., & Roskes, M. (2019). Loss framing increases self-serving mistakes (but does not alter attention). In Press at *Journal of Experimental Social Psychology*.
2. **Pittarello, A.**, Caserotti, M., & Rubaltelli, E. (2019). Three is better than one. Increasing donations with the attraction effect. Invited Revision at *British Journal of Psychology*.
3. **Pittarello, A.**, Fratescu, M, & Mathôt, S. (2019). Visual saliency influences ethical blind spots and

(dis)honesty. *Psychonomic Bulletin & Review*. DOI: 10.3758/s13423-019-01638-1

4. Gordon-Hecker, T., **Pittarello, A.**, Shalvi, S., & Roskes, M. (2019). Buy-One-Get-One Free Deals Attract More Attention than Percentage Deals. *Journal of Business Research*. <https://doi.org/10.1016/j.jbusres.2019.02.070>
5. Rubaltelli, E*, & **Pittarello, A***. (2018). Negative Emotion and Trait Emotional Intelligence in Reaction to Terrorist Attacks. *Personality and Individual Differences*, 123, 247-252.

* shared first authorship

6. Canale, N., Rubaltelli, E., Vieno, A., **Pittarello, A.**, Billieux, J. (2017). Impulsivity influences betting under stress in laboratory gambling. *Scientific Reports*. doi:10.1038/s41598-017-10745-9.
7. **Pittarello, A.**, Conte, B., Caserotti, M., Scrimin, S., Rubaltelli, E. (2017). Emotional intelligence buffers the effect of physiological arousal on dishonesty. *Psychonomic Bulletin & Review*. doi:10.3758/s13423-017-1285-9.
8. Gordon-Hecker, T., Rosensaft-Eshel, D., **Pittarello, A.**, Shalvi, S., & Bereby-Meyer, Y. (2017). Not Taking Responsibility: Equity trumps efficiency in allocation decisions. *Journal of Experimental Psychology: General*, 146, 771-775.
9. Motro, D., Ordóñez, L., **Pittarello, A.**, & Welsh, D. (2016). Investigating the effects of anger and guilt on unethical decision-making: A dual process approach. *Journal of Business Ethics*. doi: 10.1007/s10551-016-3337-x.
10. Ordóñez, L., Benson, L., & **Pittarello, A.** (2016). Time pressure perception and decision-making. In G. Keren and G. Wu (Eds): *The Wiley-Blackwell Handbook of Judgment and Decision Making*.
11. **Pittarello, A.**, Rubaltelli, E., & Motro, D. (2016). Legitimate lies: The relationship between omission, commission, and cheating. *European Journal of Social Psychology*, 46, 481-491.

Media Coverage: [Imperfect Cognition](#)

12. **Pittarello, A.**, Motro, D., Rubaltelli, E., & Pluchino, P. (2016). The relationship between attention allocation and cheating. *Psychonomic Bulletin & Review*, 23, 609-616.

Media Coverage [The Psychonomic Society](#)

13. **Pittarello, A.**, Leib, M., Gordon-Hecker, T., & Shalvi, S. (2015). Justifications shape ethical blind spots. *Psychological Science*, 26, 794-804.

Media Coverage: [Association for Psychological Science](#)
[Nrg \(Hebrew\)](#)
[Jerusalem Post](#)

14. Agnoli, S*, **Pittarello, A***, Hysenbelli, D*, & Rubaltelli, E*. (2015). Give, but give until it hurts: The modulatory role of trait emotional intelligence on the motivation to help. *PlosOne*, 10(6), e0130704.

* *shared first authorship.*

15. Motro, D., Ordóñez, L., & **Pittarello, A.** (2014). Investigating the effects of anger and guilt on unethical behavior: A Self regulation approach. In *Academy of Management Proceedings* (Vol. 2014, No. 1, p. 16865). Academy of Management.
16. **Pittarello, A.**, Rubaltelli, E., & Rumiati, R. (2013). You can't be better than me: The role of the reference point in modulating people's pursuit of wealth. *Journal of Economic Psychology*, 37, 65-76.
17. **Pittarello, A.** (2013). Tax evasion: Cognitive processes and taxpayer behavior. *Giornale Italiano di Psicologia*, XXXIX, n. 4, 53-76 (Language: Italian).

Papers under review

1. Motsenok, M., **Pittarello, A.**, Ritov, I., & Dickert, S. Contribution in Context: Saliency of Social Status Influences Joint Giving. Under Review at *Organizational Behavior and Human Decision Processes*.

Selected work in preparation

Pittarello, A. & Rubaltelli, E. Gambles evaluations in joint and separate evaluation.

Schmidt, T., **Pittarello, A.**, Segel, A., & Mayo, R. Keep it affirmative and personal: Wording of moral reminders in the workplace.

Pittarello, A., Kogut, T., & Sabato, H. To ask or not to ask: Indirect requests increase donations when they enhance involvement.

Invited talks and professional presentations

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| 2019 | Vacondio, M., Dickert, S., Rubaltelli, E., & Pittarello, A. The compromise effect for prosocial and consumption decisions: Processes underlying multiattribute trade-offs. Paper presented at Subjective Probability, Utility and Decision-Making conference in Amsterdam (the Netherlands). |
| 2018 | Pittarello, A. , Fratescu, M. & Mathôt, S. Of Lies and Men: Increasing Honesty Through Visual Saliency. Poster presented at the annual meeting of the Society for Judgment and Decision Making in New Orleans (LA). |
| 2018 | Schmidt, T., Pittarello, A. , & Mayo, R. Moral Reminders: Keep it Affirmative and Positive. Poster presented at the annual meeting of the Society for Judgment and Decision Making in New Orleans (LA). |

- 2018 **Pittarello, A.**, Fratescu, M. & Mathôt, S. When do people lie? Paper accepted for oral presentation at the 3rd international Psychonomic Society meeting in Amsterdam, the Netherlands.

- 2017 Leib, M., **Pittarello, A.**, Gordon-Hecker, T., Shalvi, S., & Roskes, M. “Ethical blind spots and motivation shape implicit unethical behavior”. Poster presented at the annual conference of the Society for Judgment and Decision Making in Vancouver, Canada.

- 2017 Fratescu, M., **Pittarello, A.**, & Mathôt, S. When and why do people lie? Poster presented at the annual European Society for Cognitive Psychology (ESCP). Potsdam, Germany.

- 2017 Gordon-Hecker, T., Rosensfat, D., **Pittarello, A.**, Shalvi, S., & Bereby-Meyer, Y. Not taking responsibility: Equity trumps efficiency in allocation decisions. Paper presented at the Subjective Probability, Utility and Decision-Making conference. Technion Israel Institute of Technology, Haifa, Israel.

- 2017 Motsenok, M., **Pittarello, A.**, Ritov, I., & Dickert, S. “Let’s help together”: The effect of high and low status on simultaneous helping decisions. Paper presented at the Subjective Probability, Utility and Decision-Making conference. Technion Israel Institute of Technology, Haifa, Israel.

- 2017 Invited speaker. “The roots of dishonesty”. Brooklyn College. Brooklyn, New York, United States (February 23).

- 2017 Invited speaker: “High emotional control reduces terrorism threats” Center for Decision Making and Economic Psychology (Ben-Gurion University of the Negev) and Federmann Center for the Study of Rationality (Hebrew University of Jerusalem). Ben-Gurion University of the Negev, Israel (January 26).

- 2016 **Pittarello, A.**, & Rubaltelli, E. Should I keep or should I give? Lower costs (and higher benefits) increase donations. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Boston (MA).

- 2016 **Pittarello, A.**, Kogut, T., & Sabato, H. To ask or not to ask: Indirect requests increase donations when they enhance involvement. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Boston (MA).

- 2016 Motsenok, M., **Pittarello, A.**, Ritov, I., & Dickert, S. Let’s help together: The effect of high and low status on simultaneous helping decisions. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Boston (MA).

- 2016 Gordon-Hecker, T., **Pittarello, A.**, & Bereby-Meyer, Y. Preferences shape dishonesty (when cognitive resources are available. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Boston (MA).

- 2016 Invited speaker: “Self-serving motivation and ethical blind-spots”. Colloquia series. Faculty of Business and Economics. University of Groningen, Groningen, The Netherlands (September 27).

- 2016 Invited speaker: Brain and behavioral bases of judgment and decision-making and economic psychology: Integrating perspectives. Herzeliya Campus, Israel (May 31 – June 2).

- 2016 To ask or not to ask: Indirect requests increase donations when they enhance involvement. Paper presented at the joint DMEP Ratio Workshop at the Hebrew University of Jerusalem. Jerusalem, Israel.
- 2015 Cognitive Processes in Unethical Behavior. Symposium presented at the annual Subjective Probability, Utility, and Decision-Making Conference in Budapest, Hungary. *With: Andreas Glöckner (Discussant), Shahar Ayal (co-chair).*
- 2015 **Pittarello, A.**, Motro, D., Rubaltelli, E., & Pluchino, P. The relationship between attention allocation and cheating. Paper presented at the annual meeting of the Academy of Management in Vancouver, Canada.
- 2014 Motro, D., Ordóñez, L., & **Pittarello, A.**, Welsh, D. Investigating the effects of anger and guilt on unethical behavior: A dual-processing approach. Paper presented at the annual meeting of the Society for Judgment and Decision Making in Long Beach (CA).
- 2014 Gordon, T., **Pittarello, A.**, Rosensfat, D., Bereby-Meyer, Y., & Shalvi, S. Take it off my hands. Discarding resources to avoid creating inequity. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Long Beach (CA).
- 2014 **Pittarello, A.**, Motro, D., Rubaltelli, E., & Pluchino, P. Willful Blindness. An Eye-tracking investigation of unethical behavior. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Long Beach (CA).
- 2014 **Pittarello, A.**, Leib, M, Gordon, T., & Shalvi, S. See what you want to see: Justifications create ethical blind spots and increase dishonesty. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Long Beach (CA).
- 2014 Motro, D., Ordóñez, L., & **Pittarello, A.** Investigating the effects of anger and guilt on unethical behavior: A self-regulation approach. Paper presented at the annual meeting of the Academy of Management in Philadelphia (PA).
- 2014 **Pittarello, A.** Rubaltelli, E., & Motro, D. Disentangling the relationship among acts of omission, commission, and responsibility: The mediating role of ethical behavior. Paper presented at "Behavioral Legal Studies: Cognition, Motivation, and Moral Judgments", a workshop organized by Prof. Ilana Ritov, Prof. Yuval Feldman, Dr. Tehila Kogut, and Prof. Eyal Zamir at the Hebrew University of Jerusalem, Israel.
- 2013 **Pittarello, A.**, Rubaltelli, E., & Rumiati, R. You can't be better than me: The role of the reference point in modulating people's pursuit of wealth. Poster presented at the annual meeting of the Society for Judgment and Decision Making in Toronto, Canada.

Teaching

Brooklyn College:

Experimental Psychology (Spring & Fall 2018/Spring 2019) (BA)

Social Psychology (Spring & Fall 2018/Spring 2019) (BA)

Job Analysis & Employee Selection (Spring 2018) (MA)

Introduction to Industrial and Organizational Psychology (Fall 2018/Spring 2019) (BA)

University of Groningen:

Personnel Psychology (Spring 2017, BA): Rating: 1.1/2.

Advanced Research Methods (Fall 2016 and Fall 2017, MA). Ratings: 1.4/2 (Fall 2016), 1.7/2 (Fall 2017)

Bachelor Thesis Supervision (2016-Present)

Master Thesis Supervision (2016-Present)

Academic services

2016 – 2018 Research Master Educational Committee (University of Groningen).

Supervision

MA students:

Completed: Thekla Maria Schmidt (Fall 2018). University of Groningen (the Netherlands).

- *Winner of the “David van Lennep thesis award”, for theses in social and organizational psychology.*

Previous:

2017 - Alberto Acito. Project title: “Does mortality salience increase unethical behavior?” University of Groningen and University of Padova. Final grade: 100/100 cum laude.

2017 - Merel Hage. Project title: “Death anxiety and prosocial lies”. University of Groningen.

2016 - Sannemarije Kleisen. Project title: “I thought about it! When leaders steal employees’ creative ideas”. University of Groningen.

2014 – 2016 Beatrice Conte (co-supervised with Dr. Enrico Rubaltelli and now Ph.D. student at the University of Geneva). Project title: Social comparisons and taxpayers’ behavior. Exposure to others’ misconduct increases evasion. University of Padova.

BA students:

Completed: Brittany Zenner (Fall 2018, Brooklyn College)

Previous: Lisa van Eelen, Luise Pieper, Fynn Ruth, Roxana Kazemi, Lelia Camara, Hannah Middleton, Johanna Bernodussou, Thijmen Schapp, Kristian Soelling, Jacob Eilts, Lena Ricklefs. (Completed – Winter 2018, University of Groningen).
Felix Grundmann, Elise Louwes, Lucia Bartholomaus, Jenny Vorsmann. (completed, Spring 2017, University of Groningen).

Professional affiliations

Academy of Management
Society of Judgment and Decision Making
European Association of Social Psychology

Ad-Hoc reviewer

Judgment and Decision Making, PlosOne, Journal of Behavioral Decision Making, Nature, Personality and Social Psychology Bulletin, Personality and Individual Differences, Journal of Experimental Social Psychology, Social Psychology, Frontiers in Psychology, Comprehensive Results in Social Psychology, Mind & Society, Current Psychology.

Grant reviewer

Israeli Science Foundation (ISF)